1
00:00:00,000 --> 00:00:07,566
[Title Slide: Research Funding Online - Carol A. Rudisell, Library (rudisell@udel.edu). November 16, 2017.
http://guides.lib.udel.edu/grants]

2
00:00:07,566 --> 00:00:09,600
Ok, why don't we go ahead and get

3
00:00:09,600 --> 00:00:10,333
started.

4
00:00:10,333 --> 00:00:12,933
Good morning, and thank you all

5
00:00:12,933 --> 00:00:16,733
for coming out. I'm Carol Rudisell. I'm a

6
00:00:16,733 --> 00:00:18,466
member of the Reference and

7
00:00:18,466 --> 00:00:20,466
Instructional Services department and

8
00:00:20,466 --> 00:00:22,833
I'm really happy to have the opportunity

9
00:00:22,833 --> 00:00:25,733
to speak with you today about the

10
00:00:25,733 --> 00:00:28,633
library's resources that pertain to

11
00:00:28,633 --> 00:00:33,733
philanthropy, fundraising, and grants. So

12
00:00:33,733 --> 00:00:36,500
my goal today though is to help you

13
00:00:36,500 --> 00:00:38,866
learn a little bit about the process

14
00:00:38,866 --> 00:00:40,833
here at the University of Delaware for

15
00:00:40,833 --> 00:00:44,600
securing grants, and to spend a fair

16
00:00:44,600 --> 00:00:47,333
amount of time going over the databases

17
00:00:47,333 --> 00:00:49,633
that we have that are good for zeroing

18
00:00:49,633 --> 00:00:53,100
in on funders. I don't think I need to

19
00:00:53,100 --> 00:00:57,200
remind you that funding is very

20
00:00:57,200 --> 00:01:00,800
competitive, and you know it pays to kind

21
00:01:00,800 --> 00:01:02,766
of do your homework, make sure you're

22
00:01:02,766 --> 00:01:04,233
approaching the right people. And that's

23
00:01:04,233 --> 00:01:06,300
what we're going to be focusing on.

24
00:01:06,300 --> 00:01:09,366
Normally we try to begin the workshop

25
00:01:09,366 --> 00:01:12,966
with representatives from the Research

26
00:01:12,966 --> 00:01:16,100
Office, and the Development Office but

27
00:01:16,100 --> 00:01:19,233
they were unable to attend today. But

28
00:01:19,233 --> 00:01:21,666
they did ask me to pass along their good

29
00:01:21,666 --> 00:01:24,466
wishes and make sure that you knew they

30
00:01:24,466 --> 00:01:27,366
existed and how to find them. You'll

31
00:01:27,366 --> 00:01:30,100
notice I gave you an agenda and at the

32
00:01:30,100 --> 00:01:32,566
bottom of the agenda there is a box with

33
00:01:32,566 --> 00:01:36,433
various links that are useful for grant

34
00:01:36,433 --> 00:01:39,933
seeking, and there is a link here to the

35
00:01:39,933 --> 00:01:43,866
Research Office and also a link to the

36
00:01:43,866 --> 00:01:46,700
Development Office. I mentioned this

37
00:01:46,700 --> 00:01:51,266
because if you are applying for grants

38
00:01:51,266 --> 00:01:56,266
through the University, not necessarily

39
00:01:56,266 --> 00:01:58,566
to fund your own personal research but

40
00:01:58,566 --> 00:02:01,400
if you are engaged in a project that is

41
00:02:01,400 --> 00:02:04,300
going to be sponsored by the University

42
00:02:04,300 --> 00:02:07,933
you truly need to touch base with the

43
00:02:07,933 --> 00:02:10,033
Research Office and the Development

44
00:02:10,033 --> 00:02:15,266
Office. They can then guide you

45
00:02:15,266 --> 00:02:17,833
through the process - particularly any

46
00:02:17,833 --> 00:02:21,900
grants (federal grants

47
00:02:21,900 --> 00:02:25,500
that go out of the University), they have

48
00:02:25,500 --> 00:02:28,666
to be submitted by the Research Office.

49
00:02:28,666 --> 00:02:33,433
Similarly, the Research Office looks at

50
00:02:33,433 --> 00:02:35,900
at grants that are going out from other

51
00:02:35,900 --> 00:02:38,000
institutions to make sure that

52
00:02:38,000 --> 00:02:41,566
everything is in place. My understanding

53
00:02:41,566 --> 00:02:44,600
is that if you're applying say as a

54
00:02:44,600 --> 00:02:48,466
faculty member for summer funding, it

55
00:02:48,466 --> 00:02:50,966
depends on how the funding

56
00:02:50,966 --> 00:02:53,800
opportunity is written as to whether or

57
00:02:53,800 --> 00:02:56,400
not you need to apply as an individual

58
00:02:56,400 --> 00:02:59,600
person or apply through the University.

59
00:02:59,600 --> 00:03:02,733
So if you have any questions at all

60
00:03:02,733 --> 00:03:05,033
about that I would highly recommend

61
00:03:05,033 --> 00:03:07,600
you're giving the Research Office a call.

62
00:03:07,600 --> 00:03:10,166
Besides they're good people to get to

63
00:03:10,166 --> 00:03:12,666
know. And you should have in your

64
00:03:12,666 --> 00:03:14,666
department too

65
00:03:14,666 --> 00:03:18,600
a liaison who can help to guide you

66
00:03:18,600 --> 00:03:21,100
through the process. Let me just take

67
00:03:21,100 --> 00:03:23,366
a minute and go over to the Research Office

68
00:03:23,366 --> 00:03:27,500
website. So here we are at the

69
00:03:27,500 --> 00:03:31,333
university homepage and if we go over to

70
00:03:31,333 --> 00:03:34,700
"Research and Innovation" we can link

71
00:03:34,700 --> 00:03:39,800
through to the Research Office. Then

72
00:03:39,800 --> 00:03:42,633
you have the exact address on your on

73
00:03:42,633 --> 00:03:45,133
your page. And so here you have the

74
00:03:45,133 --> 00:03:47,700
Research Office website. There is a

75
00:03:47,700 --> 00:03:52,466
category for researchers. You can go

76
00:03:52,466 --> 00:03:55,033
straight in there. And here you have the

77
00:03:55,033 --> 00:03:57,733
"Researcher's Toolbox". But there's also a

78
00:03:57,733 --> 00:04:01,866
staff directory, and this is where you

79
00:04:01,866 --> 00:04:04,900
can begin to see who in your department

80
00:04:04,900 --> 00:04:10,433
is responsible for managing grants. So

81
00:04:10,433 --> 00:04:13,933
here you'll see who your contact person

82
00:04:13,933 --> 00:04:17,666
is in the Research Office, and then

83
00:04:17,666 --> 00:04:20,066
you'll also see who your department

84
00:04:20,066 --> 00:04:23,566
administrator is. That's what you

85
00:04:23,566 --> 00:04:25,500
would... Those are the people that you

86
00:04:25,500 --> 00:04:29,100
would need to talk to as you begin to

87
00:04:29,100 --> 00:04:32,166
think about who you're going to approach.

88
00:04:32,166 --> 00:04:35,433
Let's just say you've found a great

89
00:04:35,433 --> 00:04:38,000
private foundation that you would like

90
00:04:38,000 --> 00:04:39,133
to contact,

91
00:04:39,133 --> 00:04:42,800
or submitted a proposal to. You're not

92
00:04:42,800 --> 00:04:45,000
sure whether or not you need to go in as

93
00:04:45,000 --> 00:04:48,600
an individual or as a foundation? What

94
00:04:48,600 --> 00:04:50,666
you wanted, or I mean, or an organization.

95
00:04:50,666 --> 00:04:52,733
what you want to do is contact the

96
00:04:52,733 --> 00:04:56,333
Development Office, for a couple of

97
00:04:56,333 --> 00:04:59,366
reasons. The Development Office is

98
00:04:59,366 --> 00:05:01,466
very critical in developing

99
00:05:01,466 --> 00:05:04,266
relationships with private foundations

100
00:05:04,266 --> 00:05:07,200
and companies. And a lot of times they

101
00:05:07,200 --> 00:05:09,466
can kind of clear some paths for you.

102
00:05:09,466 --> 00:05:12,500
What they generally ask before you come

103
00:05:12,500 --> 00:05:16,100
to them is that you have a budget, a

104
00:05:16,100 --> 00:05:18,633
brief description of the project that

105
00:05:18,633 --> 00:05:20,933
you want to do (in a timeline), and

106
00:05:20,933 --> 00:05:24,800
departmental approval to pursue it. So

107
00:05:24,800 --> 00:05:28,066
and then you set an appointment with

108
00:05:28,066 --> 00:05:31,200
them and they'll ask you why you think

109
00:05:31,200 --> 00:05:33,766
it's the foundation you're interested in

110
00:05:33,766 --> 00:05:36,933
is a good match. So with that information

111
00:05:36,933 --> 00:05:41,600
you can then be prepared to go

112
00:05:41,600 --> 00:05:45,500
forward. But anyway, here you have the

113
00:05:45,500 --> 00:05:47,366
website for corporate and foundation

114
00:05:47,366 --> 00:05:51,500
relations. You can go through and read

115
00:05:51,500 --> 00:05:54,100
what they have on what's called prospect

116
00:05:54,100 --> 00:05:57,133
clearance. That's the the discussion that

117
00:05:57,133 --> 00:05:59,800
you have with them prior to making an

118
00:05:59,800 --> 00:06:03,800
approach to a corporation or a

119
00:06:03,800 --> 00:06:07,166
foundation. Not only can they clear the

120
00:06:06:07,166 --> 00:06:09,466
way for you sometimes because of the

121
00:06:09,466 --> 00:06:11,833
relationships they've established but

122
00:06:11,833 --> 00:06:16,066
also there are instances where certain

123
00:06:16,066 --> 00:06:18,733
foundations or corporations are targeted

124
00:06:18,733 --> 00:06:22,333
for really large gifts. Say for capital

125
00:06:22,333 --> 00:06:24,566
campaign for the University... And they

126
00:06:24,566 --> 00:06:27,333
plan on approaching the foundation to

127
00:06:27,333 --> 00:06:30,300
ask for over a million dollars. And if

128
00:06:30,300 --> 00:06:33,133
that's the case they may not welcome a

129
00:06:33,133 --> 00:06:36,166
lot of independent researchers from the

130
00:06:36,166 --> 00:06:38,100
University approaching the same

131
00:06:38,100 --> 00:06:40,133
foundation asking for much smaller

132
00:06:40,133 --> 00:06:43,100
grants. Because then, when the University

133
00:06:43,100 --> 00:06:46,200
makes its official approach they the

134
00:06:46,200 --> 00:06:48,000
foundation could say well I've already

135
00:06:48,000 --> 00:06:50,600
given to the University of Delaware. The

136
00:06:50,600 --> 00:06:52,566
Disaster Research Center.

137
00:06:52,566 --> 00:06:54,900
And that wouldn't be so good. So that's

138
00:06:54,900 --> 00:06:57,366
another reason why you want to reach out

139
00:06:57,366 --> 00:07:02,100
to the Development Office and have a

140
00:07:02,100 --> 00:07:05,433
conversation with them. So just to

141
00:07:05,433 --> 00:07:07,200
reiterate grant seeking really is a

142
00:07:07,200 --> 00:07:09,033
process. You know what they say, "There's

143
00:07:09,033 --> 00:07:11,033
no such thing as a free lunch." You really

144
00:07:11,033 --> 00:07:14,233
do have to work for your grant. It's a

145
00:07:14,233 --> 00:07:16,733
lot more than just sitting down and

146
00:07:16,733 --> 00:07:20,200
shooting off a canned proposal. First of

147
00:07:20,200 --> 00:07:24,400
all you know start as early as you can.

148
00:07:24,400 --> 00:07:26,966
Regardless if you're going in for grant

149
00:07:26,966 --> 00:07:29,533
for an organization or for an individual

150
00:07:29,533 --> 00:07:32,633
it always pays to start as early as you

151
00:07:32,633 --> 00:07:36,733
can in the process. A lot of times

152
00:07:36,733 --> 00:07:39,166
particularly if you're looking for

153
00:07:39,166 --> 00:07:42,300
funding as part of an organization, you

154
00:07:42,300 --> 00:07:44,733
need to think about projects that can be

155
00:07:44,733 --> 00:07:48,133
funded rather than necessarily looking

156
00:07:48,133 --> 00:07:50,900
for ongoing funding. So you'll want to

157
00:07:50,900 --> 00:07:53,766
think about fundable projects. And you'll

158
00:07:53,766 --> 00:07:57,166
want to, early on in the process, make

159
00:07:57,166 --> 00:08:00,800
sure you have all of your internal ducks

160
00:08:00,800 --> 00:08:04,533
lined up. And that's again what I just

161
00:08:04,533 --> 00:08:08,333
was reiterating. In a university setting

162
00:08:08,333 --> 00:08:10,033
you know you'll you'll want to make sure

163
00:08:10,033 --> 00:08:12,833
you've touched base with your department

164
00:08:12,833 --> 00:08:15,900
administrator, your your department chair,

165
00:08:15,900 --> 00:08:18,566
who will probably then go forward with

166
00:08:18,566 --> 00:08:20,766
the Dean Provost depending on the size

167
00:08:20,766 --> 00:08:23,866
of the grant, the Research Office and the

168
00:08:23,866 --> 00:08:27,000
Development Office. If you're in a

169
00:08:27,000 --> 00:08:29,300
nonprofit world generally you're going

170
00:08:29,300 --> 00:08:30,933
to be working with your Executive

171
00:08:30,933 --> 00:08:33,000
Director or if they're larger

172
00:08:33,000 --> 00:08:35,600
organization they will have their own

173
00:08:35,600 --> 00:08:37,900
Development Office that you work with

174
00:08:37,900 --> 00:08:41,600
and sometimes you will be working with

175
00:08:41,600 --> 00:08:46,000
the Board of Trustees of that or Board

176
00:08:46,000 --> 00:08:48,066
of Directors rather, for that

177
00:08:48,066 --> 00:08:51,800
organization. So, one of the things as

178
00:08:51,800 --> 00:08:53,600
you're putting projects together you

179
00:08:53,600 --> 00:08:55,833
want to you know make sure you evaluate

180
00:08:55,833 --> 00:08:58,966
them and make sure they're high-impact

181
00:08:58,966 --> 00:09:01,366
that they really are working very

182
00:09:01,366 --> 00:09:04,633
closely with your mission and goals

183
00:09:04,633 --> 00:09:08,000
and that they are achievable. So you want

184
00:09:08,000 --> 00:09:09,700
to make sure that you have the resources

185
00:09:09,700 --> 00:09:13,133
in order to carry out the project that

186
00:09:13,133 --> 00:09:15,933
you're proposing. And that can be just as

187
00:09:15,933 --> 00:09:18,866
simple as having an office space for a

188
00:09:18,866 --> 00:09:21,933
staff person to work in. Or if you're

189
00:09:21,933 --> 00:09:23,933
going to be carrying out certain work

190
00:09:23,933 --> 00:09:25,700
making sure you have the equipment in

191
00:09:25,700 --> 00:09:29,000
place. And if not including it in your

192
00:09:29,000 --> 00:09:31,900
proposal. There's nothing worse than

193
00:09:31,900 --> 00:09:35,133
having a grant and then realizing, "Oh gee,

194
00:09:35,133 --> 00:09:39,200
you know, I forgot to include money for

195
00:09:39,200 --> 00:09:41,100
benefits for the person we can't hire

196
00:09:41,100 --> 00:09:43,733
them if they don't have benefits." So you

197
00:09:43,733 --> 00:09:45,100
want to make sure that you have

198
00:09:45,100 --> 00:09:47,133
everything in place in order to carry

199
00:09:47,133 --> 00:09:50,800
out that project. So I mentioned that you

200
00:09:50,800 --> 00:09:54,566
want to think about fundable projects

201
00:09:54,566 --> 00:09:57,466
organizations, charitable organizations,

202
00:09:57,466 --> 00:10:01,233
often don't like to permanently carry a

203
00:10:01,233 --> 00:10:05,000
non-profit. They want to be able to help

204
00:10:05,000 --> 00:10:07,200
them get started.

205
00:10:07,200 --> 00:10:10,266
Provide discrete funding, one-time

206
00:10:10,266 --> 00:10:12,800
funding that can sometimes be renewed

207
00:10:12,800 --> 00:10:15,600
depending on the organization. So it

208
00:10:15,600 --> 00:10:18,266
becomes your job as a fundraiser for

209
00:10:18,266 --> 00:10:20,900
your organization to try to creatively

210
00:10:20,900 --> 00:10:24,000
think about, "Well which of our needs can

211
00:10:24,000 --> 00:10:27,300
we pull out (&) form into a project that

212
00:10:27,300 --> 00:10:31,100
would be attractive to a funder?" So be

213
00:10:31,100 --> 00:10:33,533
thinking along those lines. There are

214
00:10:33,533 --> 00:10:36,433
funds available for general support for

215
00:10:36,433 --> 00:10:39,933
organizations, but those are highly

216
00:10:39,933 --> 00:10:44,600
competitive. So if you can think of in

217
00:10:44,600 --> 00:10:47,166
terms of one-time funding projects

218
00:10:47,166 --> 00:10:49,366
that's a little bit better. And this

219
00:10:49,366 --> 00:10:51,433
gives you just an idea of some of the

220
00:10:51,433 --> 00:10:54,033
types of projects that you can come up

221
00:10:54,033 --> 00:10:57,266
with. Again to take stress off of your

222
00:10:57,266 --> 00:11:02,100
ongoing budget. Staff, renovations,

223
00:11:02,100 --> 00:11:05,700
equipment, programming, and then of course

224
00:11:05,700 --> 00:11:07,900
you guys know research. That's an obvious

225
00:11:07,900 --> 00:11:12,666
to. Travel. Okay, for students looking to

226
00:11:12,666 --> 00:11:15,200
travel to go to conferences that can

227
00:11:15,200 --> 00:11:19,000
also be something that you look into.

228
00:11:19,000 --> 00:11:22,100
Researching your funders is key and I

229
00:11:22,100 --> 00:11:24,333
can't emphasize this enough and this is

230
00:11:24,333 --> 00:11:27,266
really what the major emphasis of

231
00:11:27,266 --> 00:11:29,666
today's workshop is going to be - How to

232
00:11:29,666 --> 00:11:32,900
go about researching the funders. Because

233
00:11:32,900 --> 00:11:36,400
generally what you're trying to do is

234
00:11:36,400 --> 00:11:41,633
find funders who whose mission and goals

235
00:11:41,633 --> 00:11:43,500
are going to be furthered by your

236
00:11:43,500 --> 00:11:47,900
research. Ok? Or your work your

237
00:11:47,900 --> 00:11:51,100
organization's work. So that it becomes a

238
00:11:51,100 --> 00:11:53,500
marriage of sorts. You know by funding

239
00:11:53,500 --> 00:11:56,100
your work they're getting their goals

240
00:11:56,100 --> 00:11:59,300
and missions accomplished. So we

241
00:11:59,300 --> 00:12:04,100
recommend that you start by using a

242
00:12:04,100 --> 00:12:09,666
database or two, generating a list, and

243
00:12:09,666 --> 00:12:13,633
then refining it using other sources to

244
00:12:13,633 --> 00:12:16,800
gain more information about the

245
00:12:16,800 --> 00:12:21,400
funder. Looking at at other criteria. And

246
00:12:21,400 --> 00:12:25,900
what are those criteria? These are some

247
00:12:25,900 --> 00:12:27,266
of the things you're going to be looking

248
00:12:27,266 --> 00:12:28,600
for. You're going to be looking for

249
00:12:28,600 --> 00:12:30,700
funders who are interested in funding in

250
00:12:30,700 --> 00:12:34,566
your geographic area. That is a big one.

251
00:12:34,566 --> 00:12:36,100
Believe it or not. There are a lot of

252
00:12:36,100 --> 00:12:39,000
foundations there that focus just on

253
00:12:39,000 --> 00:12:41,733
their own community. So you want to be

254
00:12:41,733 --> 00:12:44,500
sure that your area where you're located

255
00:12:44,500 --> 00:12:46,300
where your research is going to be

256
00:12:46,300 --> 00:12:49,866
carried out or your project. That it

257
00:12:49,866 --> 00:12:52,833
matches the funder's interests. The

258
00:12:52,833 --> 00:12:55,700
subject area. So you're interested in

259
00:12:55,700 --> 00:12:58,333
Disasters? Physical therapy? That's

260
00:12:58,333 --> 00:12:59,700
something you would want to make sure

261
00:12:59,700 --> 00:13:04,366
that the the funder is interested in.

262
00:13:04,366 --> 00:13:09,933
Types of support. The most obvious one

263
00:13:09,933 --> 00:13:12,933
that I can think of are scholarships,

264
00:13:12,933 --> 00:13:16,500
fellowships for graduate students for

265
00:13:16,500 --> 00:13:19,566
example. You'll want to make sure that

266
00:13:19,566 --> 00:13:23,100
the organization funds scholarships to

267
00:13:23,100 --> 00:13:26,233
individuals okay and or fellowships to

268
00:13:26,233 --> 00:13:30,166
individuals. Other types of support: Capital

269
00:13:30,166 --> 00:13:34,600
Campaigns. Or research is another type of

270
00:13:34,600 --> 00:13:36,600
support. So those are the kinds of things

271
00:13:36,600 --> 00:13:40,100
that you can put in. Other factors come

272
00:13:40,100 --> 00:13:43,000
become critical when you're looking at

273
00:13:43,000 --> 00:13:46,566
support for individual research or for

274
00:13:46,566 --> 00:13:49,400
individual scholarship. There are

275
00:13:49,400 --> 00:13:53,266
fellowships out there for things

276
00:13:53,266 --> 00:13:55,733
categories that pertain to your own

277
00:13:55,733 --> 00:13:58,833
personal experience. So if you have a

278
00:13:58,833 --> 00:14:01,700
veteran status there may be other

279
00:14:01,700 --> 00:14:04,000
opportunities are available. If you're a

280
00:14:04,000 --> 00:14:06,300
woman there may be other opportunities.

281
00:14:06,300 --> 00:14:10,266
Person of color, etc. So you're going to

282
00:14:10,266 --> 00:14:14,400
be on the lookout for that as well. I

283
00:14:14,400 --> 00:14:17,000
want to just make sure we understand the

284
00:14:17,000 --> 00:14:18,633
types of funders that we're talking

285
00:14:18,633 --> 00:14:21,000
about. Because in a minute I'm going to

286
00:14:21,000 --> 00:14:25,133
show you a few databases and they differ

287
00:14:25,133 --> 00:14:27,200
in terms of the types of funders that

288
00:14:27,200 --> 00:14:30,333
are included. So I won't go into great

289
00:14:30,333 --> 00:14:32,633
detail but what you see up here on the

290
00:14:32,633 --> 00:14:35,800
screen are the most common funders. I'm

291
00:14:35,800 --> 00:14:37,700
gonna try to put a little bit more focus

292
00:14:37,700 --> 00:14:42,333
on private foundations simply because,

293
00:14:42,333 --> 00:14:45,700
well a number of reasons, but we are

294
00:14:45,700 --> 00:14:47,966
affiliated with the Foundation Center. We

295
00:14:47,966 --> 00:14:50,066
meaning: University of Delaware. Affiliated

296
00:14:50,066 --> 00:14:51,500
with the Foundation Center that's

297
00:14:51,500 --> 00:14:53,933
located in New York City. And they

298
00:14:53,933 --> 00:14:55,800
basically serve as a clearinghouse for

299
00:14:55,800 --> 00:14:58,266
information on private foundations.

300
00:14:58,266 --> 00:15:01,566
Private foundations are organizations

301
00:15:01,566 --> 00:15:03,700
nonprofit organizations that are set up

302
00:15:03,700 --> 00:15:06,433
with the sole purpose of giving away

303
00:15:06,433 --> 00:15:10,200
money. And they are required by law to

304
00:15:10,200 --> 00:15:14,200
give away a certain percentage a year. So

305
00:15:14,200 --> 00:15:17,766
they are really good sources to apply

306
00:15:17,766 --> 00:15:20,333
and a lot of times

307
00:15:20,333 --> 00:15:24,700
researchers, fundraisers, prefer to

308
00:15:24,700 --> 00:15:27,500
approach private foundations because

309
00:15:27,500 --> 00:15:30,300
sometimes the process is much simpler.

310
00:15:30,300 --> 00:15:33,166
the application can be as simple as a

311
00:15:33,166 --> 00:15:39,000
letter with a budget attached. So it can

312
00:15:39,000 --> 00:15:41,966
be that simple. On the other hand your

313
00:15:41,966 --> 00:15:43,300
larger foundations have

314
00:15:43,300 --> 00:15:47,800
a much more robust application procedure.

315
00:15:47,800 --> 00:15:51,966
There can also be fewer red tags say

316
00:15:51,966 --> 00:15:55,800
then applying for federal funding. Again

317
00:15:55,800 --> 00:15:58,166
that's not across the board but

318
00:15:58,166 --> 00:16:00,466
generally those are some of the things

319
00:16:00,466 --> 00:16:04,766
that I hear as to why researchers like

320
00:16:04,766 --> 00:16:09,300
to approach private foundations. Let me

321
00:16:09,300 --> 00:16:11,566
interject too, because I don't want to

322
00:16:11,566 --> 00:16:14,900
forget this, oftentimes people will ask

323
00:16:14,900 --> 00:16:17,533
me, "Well okay, we're going to be

324
00:16:17,533 --> 00:16:21,733
researching private foundations and

325
00:16:21,733 --> 00:16:23,533
other funders why do I need to go

326
00:16:23,533 --> 00:16:25,300
through a database? Why can't I just

327
00:16:25,300 --> 00:16:28,433
Google this?" Private foundations in

328
00:16:28,433 --> 00:16:32,000
particular often have many of them have

329
00:16:32,000 --> 00:16:35,133
small staff. They don't want applications

330
00:16:35,133 --> 00:16:38,300
from all over the world. So they don't

331
00:16:38,300 --> 00:16:41,733
have websites. There are less than half

332
00:16:41,733 --> 00:16:45,300
private foundations - and there are more

333
00:16:45,300 --> 00:16:48,133
than 140,000 private foundations - less

334
00:16:48,133 --> 00:16:51,200
than half have websites. So if you're

335
00:16:51,200 --> 00:16:55,033
only relying on Google to find your

336
00:16:55,033 --> 00:16:57,633
funders you're missing out on a lot of

337
00:16:57,633 --> 00:17:02,366
money. So that's why we recommend using a

338
00:17:02,366 --> 00:17:05,233
database. And in particular for private

339
00:17:05,233 --> 00:17:08,333
foundations I highly recommend using the

340
00:17:08,333 --> 00:17:09,933
Foundation Directory - Online Professional

341
00:17:09,933 --> 00:17:12,166
which is one of the databases we're

342
00:17:12,166 --> 00:17:14,966
going to take a look at. There are other

343
00:17:14,966 --> 00:17:17,733
useful sources for funding for graduate

344
00:17:17,733 --> 00:17:19,300
students particularly you'll want to

345
00:17:19,300 --> 00:17:21,333
look at the professional associations in

346
00:17:21,333 --> 00:17:23,500
your area they often give grants for

347
00:17:23,500 --> 00:17:28,366
travel. Prizes for research, that kind of

348
00:17:28,366 --> 00:17:29,866
thing. So you'll want to be on the

349
00:17:29,866 --> 00:17:33,500
lookout for that. Public charities it's

350
00:17:33,500 --> 00:17:35,866
another good source. Public charities or

351
00:17:35,866 --> 00:17:38,866
nonprofit organizations that conduct

352
00:17:38,866 --> 00:17:43,833
programs but also make grants. Sometimes

353
00:17:43,833 --> 00:17:45,933
they call themselves a foundation but

354
00:17:45,933 --> 00:17:48,533
that their tax status really is not the

355
00:17:48,533 --> 00:17:52,766
same as a private foundation's. A good

356
00:17:52,766 --> 00:17:54,933
example is the Make-A-Wish

357
00:17:54,933 --> 00:17:57,066
foundatian. Although I think they've now

358
00:17:57,066 --> 00:17:59,066
dropped the foundation from their name.

359
00:17:59,066 --> 00:18:01,166
Because they're not a foundation they're

360
00:18:01,166 --> 00:18:03,633
public charity. They raise money but they

361
00:18:03,633 --> 00:18:08,900
also give money. So corporations good

362
00:18:08,900 --> 00:18:14,100
source. They often want to fund projects

363
00:18:14,100 --> 00:18:16,633
that are going to provide a little

364
00:18:16,633 --> 00:18:19,700
goodwill in their community. Give them

365
00:18:19,700 --> 00:18:23,466
some good publicity. So they can also be

366
00:18:23,466 --> 00:18:25,066
helpful. They're probably the most

367
00:18:25,066 --> 00:18:28,000
elusive category to find though because

368
00:18:28,000 --> 00:18:32,466
they're not required by law to say who

369
00:18:32,466 --> 00:18:35,966
they give to. So that can require a fair

370
00:18:35,966 --> 00:18:38,700
amount of digging to find corporations

371
00:18:38,700 --> 00:18:41,100
that are good for support. Government

372
00:18:41,100 --> 00:18:43,433
agencies we will take a look at some of

373
00:18:43,433 --> 00:18:47,600
those. For those for those of us here in

374
00:18:47,600 --> 00:18:50,000
the state of Delaware if you're looking

375
00:18:50,000 --> 00:18:53,000
for funding from the state, the state

376
00:18:53,000 --> 00:18:55,166
website is the best source.

377
00:18:55,166 --> 00:18:57,500
None of the databases that I'm going to

378
00:18:57,500 --> 00:18:59,500
show you are especially good for

379
00:18:59,500 --> 00:19:05,000
locating Delaware state funding. Any

380
00:19:05,000 --> 00:19:06,733
questions about that so far?

381
00:19:06,733 --> 00:19:08,200
I'm guessing you guys probably don't

382
00:19:08,200 --> 00:19:09,966
care where your money comes from right?

383
00:19:09,966 --> 00:19:11,933
Is that true?

384
00:19:11,933 --> 00:19:15,500
Okay. So we'll we'll we'll take a look at

385
00:19:15,500 --> 00:19:17,533
all of the databases and then you can

386
00:19:17,533 --> 00:19:19,866
pick and choose who you actually apply

387
00:19:19,866 --> 00:19:24,166
to. So you're going to use the databases

388
00:19:24,166 --> 00:19:26,600
to generate a broad list. These are the

389
00:19:26,600 --> 00:19:29,966
primary ones that are available to you

390
00:19:29,966 --> 00:19:32,066
here at the University of Delaware. The

391
00:19:32,066 --> 00:19:35,133
first three are subscription databases

392
00:19:35,133 --> 00:19:37,800
(i.e. - the Library pays for them so that

393
00:19:37,800 --> 00:19:40,733
you can have access to them). The

394
00:19:40,733 --> 00:19:43,966
fourth one is the only one that is free

395
00:19:43,966 --> 00:19:45,833
on the internet. And that's Grants.gov.

396
00:19:45,833 --> 00:19:50,400
That is the primary portal for

397
00:19:50,400 --> 00:19:54,200
government funding. I'm not going to show

398
00:19:54,200 --> 00:19:56,833
you Grants.gov today because the

399
00:19:56,833 --> 00:19:59,700
information that is provided in

400
00:19:59,700 --> 00:20:03,633
Grants.gov is also available in COS

401
00:20:03,633 --> 00:20:05,566
Pivot. And I think the searching

402
00:20:05,566 --> 00:20:06,766
interface

403
00:20:06,766 --> 00:20:10,166
in COS Pivot is better. So we will look

404
00:20:10,166 --> 00:20:13,600
at COS Pivot, Foundation Directory Online

405
00:20:13,600 --> 00:20:17,066
Professional, and the Foundation Grants

406
00:20:17,066 --> 00:20:20,533
to Individuals. So I have mentioned

407
00:20:20,533 --> 00:20:23,033
private foundations a little bit.

408
00:20:23,033 --> 00:20:25,233
The Foundation Directory Online

409
00:20:25,233 --> 00:20:28,266
is the best source for private

410
00:20:28,266 --> 00:20:30,366
foundations. It includes all private

411
00:20:30,366 --> 00:20:33,066
foundations. So we know if we go there we

412
00:20:33,066 --> 00:20:37,600
have got all of them. And over the years

413
00:20:37,600 --> 00:20:39,466
they have added different types of

414
00:20:39,466 --> 00:20:42,766
funders to the database. So they do

415
00:20:42,766 --> 00:20:45,833
include now some of the larger corporate

416
00:20:45,833 --> 00:20:49,533
givers. And they also include now some of

417
00:20:49,533 --> 00:20:51,733
the federal government funders as well.

418
00:20:51,733 --> 00:20:55,666
So it's this is a great source. You can

419
00:20:55,666 --> 00:20:58,366
access it anywhere on campus. You can

420
00:20:58,366 --> 00:21:01,633
also access it from home, although you'll

421
00:21:01,633 --> 00:21:04,866
have to proxy and login with your UDel

422
00:21:04,866 --> 00:21:10,066
net and password. If you follow

423
00:21:10,066 --> 00:21:12,200
the instructions on the sheets that I

424
00:21:12,200 --> 00:21:13,900
gave you you'll have no trouble getting

425
00:21:13,900 --> 00:21:17,366
into Foundation Directory Online from

426
00:21:17,366 --> 00:21:19,733
home should you choose to do so.

427
00:21:19,733 --> 00:21:22,966
Foundation Grants to Individuals is a

428
00:21:22,966 --> 00:21:25,766
companion database as the title suggests.

429
00:21:25,766 --> 00:21:30,100
Though it is geared for those of you who

430
00:21:30,100 --> 00:21:32,966
are looking for funding to apply not as

431
00:21:32,966 --> 00:21:35,833
part of an official University project

432
00:21:35,833 --> 00:21:42,433
but as an individual scholar. So students

433
00:21:42,433 --> 00:21:45,333
who are looking for funding this is a

434
00:21:45,333 --> 00:21:47,866
great database for you to try. This

435
00:21:47,866 --> 00:21:50,666
particular database though is only

436
00:21:50,666 --> 00:21:54,966
searchable from within the library on

437
00:21:54,966 --> 00:21:58,433
library computers. Hardwired computers.

438
00:21:58,433 --> 00:22:01,833
Not even laptops. So we have special

439
00:22:01,833 --> 00:22:04,866
logins for you to use today. But normally

440
00:22:04,866 --> 00:22:06,400
what you have to do is physically come

441
00:22:06,400 --> 00:22:09,600
into the building, and sit down, use one

442
00:22:09,600 --> 00:22:12,066
of the library computers to get in to

443
00:22:12,066 --> 00:22:18,633
that database. And just so you know that

444
00:22:18,633 --> 00:22:19,966
as I said the companion

445
00:22:19,966 --> 00:22:23,166
databases is the foundation directory if

446
00:22:23,166 --> 00:22:25,866
you're looking for funding as part of

447
00:22:25,866 --> 00:22:29,400
the University definitely stick with the

448
00:22:29,400 --> 00:22:32,633
Foundation Directory. Individuals again

449
00:22:32,633 --> 00:22:36,333
you'll want to use this database.

450
00:22:36,333 --> 00:22:41,566
Pivot I have alluded to. Pivot started

451
00:22:41,566 --> 00:22:44,066
down at Johns Hopkins in their research

452
00:22:44,066 --> 00:22:47,233
office. So it has a very heavy emphasis

453
00:22:47,233 --> 00:22:51,233
on research. But if you are working with

454
00:22:51,233 --> 00:22:54,800
a social service organization you can

455
00:22:54,800 --> 00:22:58,066
also find funding in there as well. It is

456
00:22:58,066 --> 00:23:01,433
really good for finding federal

457
00:23:01,433 --> 00:23:03,600
funding. And that's what I really like

458
00:23:03,600 --> 00:23:08,366
about it best. It also includes a very

459
00:23:08,366 --> 00:23:12,133
little bit of state funding and also

460
00:23:12,133 --> 00:23:16,133
some nonprofit other nonprofits and

461
00:23:16,133 --> 00:23:18,100
professional associations are

462
00:23:18,100 --> 00:23:22,100
represented there. Both this database

463
00:23:22,100 --> 00:23:25,800
Pivot and the Foundation Directory are

464
00:23:25,800 --> 00:23:28,333
attempting to become international.

465
00:23:28,333 --> 00:23:30,833
They're slowly moving in that direction

466
00:23:30,833 --> 00:23:35,300
and I'd say right now you can count on

467
00:23:35,300 --> 00:23:37,600
Western Europe being fairly well

468
00:23:37,600 --> 00:23:39,266
represented.

469
00:23:39,266 --> 00:23:43,900
Especially the UK. And they're now also

470
00:23:43,900 --> 00:23:47,466
branching down into Australia, up to

471
00:23:47,466 --> 00:23:51,500
Canada, and starting to pick up China as

472
00:23:51,500 --> 00:23:54,100
well. So you're starting to see some

473
00:23:54,100 --> 00:23:56,833
diversification, but it does have a very

474
00:23:56,833 --> 00:24:02,866
significant Western slant. Let's see... This

475
00:24:02,866 --> 00:24:06,066
one is also accessible from anywhere on

476
00:24:06,066 --> 00:24:09,800
campus and again at home. This one also

477
00:24:09,800 --> 00:24:12,633
has some special features that I'll

478
00:24:12,633 --> 00:24:15,433
mention a little bit later. But if you're

479
00:24:15,433 --> 00:24:18,066
looking for funding on an ongoing basis

480
00:24:18,066 --> 00:24:20,200
I would highly recommend for this

481
00:24:20,200 --> 00:24:21,966
database that you create your own

482
00:24:21,966 --> 00:24:24,533
username and password and set up a login.

483
00:24:24,533 --> 00:24:27,266
And that way you can take advantage of

484
00:24:27,266 --> 00:24:31,100
the special features.

485
00:24:31,100 --> 00:24:34,233
And then Grants.gov as I said is the

486
00:24:34,233 --> 00:24:36,833
place where you can go to search for

487
00:24:36,833 --> 00:24:39,533
federal funding. And once you leave the

488
00:24:39,533 --> 00:24:41,266
University if you're totally

489
00:24:41,266 --> 00:24:45,466
unaffiliated with any other university

490
00:24:45,466 --> 00:24:48,233
that provides COS Pivot or another

491
00:24:48,233 --> 00:24:50,866
funding database you can always use

492
00:24:50,866 --> 00:24:54,900
Grants.gov to find federal funding. And I

493
00:24:54,900 --> 00:24:57,600
want to emphasize again you can use it

494
00:24:57,600 --> 00:25:01,233
now to look for funding but please do

495
00:25:01,233 --> 00:25:06,700
not attempt to apply for any grant going

496
00:25:06,700 --> 00:25:09,966
out under the University's name through

497
00:25:09,966 --> 00:25:12,466
Grants.gov. Only the research office can

498
00:25:12,466 --> 00:25:15,033
do that, okay? You can look and see what's

499
00:25:15,033 --> 00:25:18,366
available but the site is also the

500
00:25:18,366 --> 00:25:20,966
portal where people submit applications.

501
00:25:20,966 --> 00:25:23,433
But only the research office is

502
00:25:23,433 --> 00:25:25,866
authorized to submit on behalf of the

503
00:25:25,866 --> 00:25:28,300
University. So once you go through the

504
00:25:28,300 --> 00:25:30,433
databases and come up with a list and

505
00:25:30,433 --> 00:25:33,700
all the databases allow you to download

506
00:25:33,700 --> 00:25:37,633
information to a spreadsheet or you know

507
00:25:37,633 --> 00:25:41,233
download individual PDFs. What you want

508
00:25:41,233 --> 00:25:45,033
to do is think of that information as a

509
00:25:45,033 --> 00:25:48,900
starting point. Just a list to help you

510
00:25:48,900 --> 00:25:51,466
figure out who it is you want to look at.

511
00:25:51,466 --> 00:25:53,300
And then you really want to take a much

512
00:25:53,300 --> 00:25:57,400
closer, more more in-depth look, at the

513
00:25:57,400 --> 00:26:00,400
organizations on your list. The first

514
00:26:00,400 --> 00:26:02,500
place to go would be to see if they have

515
00:26:02,500 --> 00:26:05,366
a website. The databases will give

516
00:26:05,366 --> 00:26:07,433
you a link to the website if they have

517
00:26:07,433 --> 00:26:09,466
them. So you'll definitely want to go

518
00:26:09,466 --> 00:26:11,300
over to the website and do more

519
00:26:11,300 --> 00:26:13,900
comprehensive reading at the website.

520
00:26:13,900 --> 00:26:18,666
Also a lot of them are now pushing out

521
00:26:18,666 --> 00:26:21,866
publications, newsletters, annual reports.

522
00:26:21,866 --> 00:26:23,866
Again you'll take a look at those kinds

523
00:26:23,866 --> 00:26:27,533
of things to see if they just clarify

524
00:26:27,533 --> 00:26:30,500
the giving picture for that particular

525
00:26:30,500 --> 00:26:34,233
organization. A lot of the funders too

526
00:26:34,233 --> 00:26:37,800
are engaging in social media so you can

527
00:26:37,800 --> 00:26:41,133
follow them on Twitter, friend them on

528
00:26:41,133 --> 00:26:43,266
Facebook, etc.

529
00:26:43,266 --> 00:26:46,700
Okay? And again the the purpose of doing

530
00:26:46,700 --> 00:26:48,433
that is twofold. Its to help you

531
00:26:48,433 --> 00:26:51,666
understand what they're doing but it's

532
00:26:51,666 --> 00:26:55,133
also to get you on their radar as well.

533
00:26:55,133 --> 00:26:56,766
Particularly if you're working with a

534
00:26:56,766 --> 00:27:00,166
community organization you want people

535
00:27:00,166 --> 00:27:02,466
to be seeing what your organization is

536
00:27:02,466 --> 00:27:05,333
doing so that you know when you approach

537
00:27:05,333 --> 00:27:08,300
them you know they know! It's like,

538
00:27:08,300 --> 00:27:11,466
"Oh yeah I've heard of them!" So that helps.

539
00:27:11,466 --> 00:27:13,700
Newspaper sources can be great

540
00:27:13,700 --> 00:27:15,233
particularly if you're going after

541
00:27:15,233 --> 00:27:18,366
funding for corporations. As I said

542
00:27:18,366 --> 00:27:20,233
corporations tend to give in their own

543
00:27:20,233 --> 00:27:23,633
communities. So your local newspaper is a

544
00:27:23,633 --> 00:27:26,366
great source. So get used to looking and

545
00:27:26,366 --> 00:27:29,533
finding you know out who's giving in the

546
00:27:29,533 --> 00:27:32,933
Delaware area. And the library has a

547
00:27:32,933 --> 00:27:35,266
number of newspaper databases that are

548
00:27:35,266 --> 00:27:39,200
good for searching online. Not only local

549
00:27:39,200 --> 00:27:40,966
newspapers but other newspapers

550
00:27:40,966 --> 00:27:43,833
throughout the U.S. Lastly there's

551
00:27:43,833 --> 00:27:46,833
personal contacts. And you'll notice that

552
00:27:46,833 --> 00:27:48,666
in all of the databases they give you

553
00:27:48,666 --> 00:27:51,200
information about who the Executive

554
00:27:51,200 --> 00:27:57,133
Directors are, who the

555
00:27:57,133 --> 00:27:59,900
staff is, who the Board of Directors

556
00:27:59,900 --> 00:28:03,433
are, etc. And the Foundation Directory in

557
00:28:03,433 --> 00:28:05,200
particular has started relying on

558
00:28:05,200 --> 00:28:08,000
LinkedIn as a what as a way too

559
00:28:08,000 --> 00:28:11,700
of connecting. And again it's to take

560
00:28:11,700 --> 00:28:14,966
advantage of person-to-person contacts.

561
00:28:14,966 --> 00:28:19,233
So but particularly if you're working in

562
00:28:19,233 --> 00:28:21,700
a nonprofit organization you're gonna

563
00:28:21,700 --> 00:28:24,333
want to have chats with your Board of

564
00:28:24,333 --> 00:28:27,366
Directors and find out if they know of

565
00:28:27,366 --> 00:28:31,833
any of the people who may sit on the

566
00:28:31,833 --> 00:28:33,233
Board of Directors with these other

567
00:28:33,233 --> 00:28:36,700
foundations. Because as much as we like

568
00:28:36,700 --> 00:28:38,766
to think that this is an open process

569
00:28:38,766 --> 00:28:44,133
and anyone can apply, people-to-people

570
00:28:44,133 --> 00:28:47,200
relationships still weigh pretty heavily.

571
00:28:47,200 --> 00:28:50,600
So you don't want to ignore that. Well

572
00:28:50,600 --> 00:28:54,100
I think we are getting close to moving

573
00:28:54,100 --> 00:28:56,000
over into the databases

574
00:28:56,000 --> 00:28:58,233
to do our search. But I want to mention

575
00:28:58,233 --> 00:29:01,433
before we do - For those of you who have

576
00:29:01,433 --> 00:29:04,133
never written grant proposals before I

577
00:29:04,133 --> 00:29:07,233
highly recommend going to visit

578
00:29:07,233 --> 00:29:10,000
grantspace.org. And that's one of the

579
00:29:10,000 --> 00:29:13,733
websites that's in your - on the agenda in

580
00:29:13,733 --> 00:29:16,933
the little box at the bottom. That

581
00:29:16,933 --> 00:29:20,766
website has references to tutorials that

582
00:29:20,766 --> 00:29:23,033
you can walk through that will tell you

583
00:29:23,033 --> 00:29:25,600
how to write a grant proposal, how to put

584
00:29:25,600 --> 00:29:28,000
a budget together, how to approach a

585
00:29:28,000 --> 00:29:30,266
funder... Basically everything! It's all

586
00:29:30,266 --> 00:29:32,133
there. It's a really great website. I

587
00:29:32,133 --> 00:29:35,533
cannot recommend it highly enough. There

588
00:29:35,533 --> 00:29:40,066
are also links to some sample documents.

589
00:29:40,066 --> 00:29:45,466
Not a lot, but a few. There are also links

590
00:29:45,466 --> 00:29:48,666
to the Foundation Center publications.

591
00:29:48,666 --> 00:29:50,566
And I brought just a few of them to show

592
00:29:50,566 --> 00:29:54,133
you. They don't give away their books

593
00:29:54,133 --> 00:29:57,200
that they sell online. So alas they'll

594
00:29:57,200 --> 00:29:59,000
give you excerpts but but they won't

595
00:29:59,000 --> 00:30:02,100
give you the full book. If you've never

596
00:30:02,100 --> 00:30:04,033
written a grant proposal before this is

597
00:30:04,033 --> 00:30:06,100
a great one [Guide to Proposal Writing]. Walks you through the whole

598
00:30:06,100 --> 00:30:09,700
process. And I'll leave these up here if

599
00:30:09,700 --> 00:30:11,100
you want to come and take a look later

600
00:30:11,100 --> 00:30:15,300
you can. They also put out "The Grant

601
00:30:15,300 --> 00:30:17,666
Seeker's Guide to Winning Proposals". Which

602
00:30:17,666 --> 00:30:20,400
has not only copies of proposals the

603
00:30:20,400 --> 00:30:22,400
actual proposals that have gone to

604
00:30:22,400 --> 00:30:25,866
private foundations, but it also has the

605
00:30:25,866 --> 00:30:28,600
reviewer's comments on why they liked the

606
00:30:28,600 --> 00:30:30,833
proposals and opted to fund them. And

607
00:30:30,833 --> 00:30:34,333
then the last thing that I brought they

608
00:30:34,333 --> 00:30:36,166
put out a lot of publications but these

609
00:30:36,166 --> 00:30:38,200
three I think are particularly useful [Carol holding the book: "After the Grant"]

610
00:30:38,200 --> 00:30:41,600
This one [Carol holding the book: "After the Grant"] is basically what to do after

611
00:30:41,600 --> 00:30:43,933
the grant. And again this is the

612
00:30:43,933 --> 00:30:46,166
relationship building piece. You know, how

613
00:30:46,166 --> 00:30:48,133
to steward your grant once you get it.

614
00:30:48,133 --> 00:30:50,733
What do you need to do to try to

615
00:30:50,733 --> 00:30:53,800
cultivate a good relationship with that

616
00:30:53,800 --> 00:30:56,733
funder and also perhaps build some with

617
00:30:56,733 --> 00:31:01,300
others. So those are the key publication

618
00:31:01,300 --> 00:31:04,166
guides that you'll find there. For graduate

619
00:31:04,166 --> 00:31:06,400
students you'll also find bibliographies

620
00:31:06,400 --> 00:31:09,233
there on sources that you can use

621
00:31:09,233 --> 00:31:14,066
to help you put together fellowship

622
00:31:14,066 --> 00:31:16,933
applications, fellowship essays, that kind

623
00:31:16,933 --> 00:31:19,233
of thing. And I brought just a couple

624
00:31:19,233 --> 00:31:21,500
that we have from our collection here in

625
00:31:21,500 --> 00:31:25,900
Reference that talk about how to write

626
00:31:25,900 --> 00:31:29,100
winning essays for various foundations

627
00:31:29,100 --> 00:31:32,266
and scholarly organizations that are

628
00:31:32,266 --> 00:31:34,733
putting out funding. And then if you've

629
00:31:34,733 --> 00:31:36,700
never seen the "Chicago Guide To Your

630
00:31:36,700 --> 00:31:39,533
Academic Career", this is also a nice

631
00:31:39,533 --> 00:31:42,000
publication that will talk to you a

632
00:31:42,000 --> 00:31:45,233
little bit about the various processes

633
00:31:45,233 --> 00:31:46,966
and concerns that you might need to

634
00:31:46,966 --> 00:31:48,433
consider as you're looking for

635
00:31:48,433 --> 00:31:51,733
dissertation support, etc. We also have a

636
00:31:51,733 --> 00:31:53,666
web page which I'm going to take you to

637
00:31:53,666 --> 00:31:56,433
next that collects all of this

638
00:31:56,433 --> 00:32:00,466
information. Gives you a link to the

639
00:32:00,466 --> 00:32:03,700
Foundation Centers, grantspace.org - which

640
00:32:03,700 --> 00:32:06,300
I just talked about - gives you the links

641
00:32:06,300 --> 00:32:11,466
to the library databases, etc. We also

642
00:32:11,466 --> 00:32:16,500
have some of these scholarship and

643
00:32:16,500 --> 00:32:19,900
proposal writing books online as ebooks

644
00:32:19,900 --> 00:32:23,566
that you can check out or read. So I know

645
00:32:23,566 --> 00:32:25,800
nobody likes to come over here and read

646
00:32:25,800 --> 00:32:28,000
books the old-fashioned way anymore, so

647
00:32:28,000 --> 00:32:29,966
we are buying more and more and putting

648
00:32:29,966 --> 00:32:34,766
them online as well as we can. When it

649
00:32:34,766 --> 00:32:37,933
comes to writing just a very few tips

650
00:32:37,933 --> 00:32:40,833
make sure, and I can't emphasize this

651
00:32:40,833 --> 00:32:44,333
enough, make sure you follow the funder's

652
00:32:44,333 --> 00:32:48,400
guidelines meticulously. You know print

653
00:32:48,400 --> 00:32:52,900
them out, read them, highlight them, make

654
00:32:52,900 --> 00:32:55,000
sure you fully understand what it is

655
00:32:55,000 --> 00:32:57,333
they say they want included in the grant.

656
00:32:57,333 --> 00:33:00,133
And make sure you address every single

657
00:33:00,133 --> 00:33:03,533
thing they say they want to see. This is

658
00:33:03,533 --> 00:33:06,633
not the time to be super creative in

659
00:33:06,633 --> 00:33:09,100
terms of what you come up with. Give them

660
00:33:09,100 --> 00:33:11,833
what they want. That's really very very

661
00:33:11,833 --> 00:33:14,566
important. So if they say they want to

662
00:33:14,566 --> 00:33:16,500
hear about sustainability of your

663
00:33:16,500 --> 00:33:18,800
project - you make sure you address that.

664
00:33:18,800 --> 00:33:22,200
And sometimes those opportunities can

665
00:33:22,200 --> 00:33:29,133
have a lot of very specific details that

666
00:33:29,133 --> 00:33:32,800
they want you to touch on. They can even

667
00:33:32,800 --> 00:33:36,800
be so detailed as to tell you what font

668
00:33:36,800 --> 00:33:39,533
they want the proposal in. What size

669
00:33:39,533 --> 00:33:44,066
they want the proposal in, etc. So you

670
00:33:44,066 --> 00:33:45,666
need to make sure you know all of that

671
00:33:45,666 --> 00:33:47,700
you don't want your proposal getting

672
00:33:47,700 --> 00:33:51,266
thrown out because you know you went

673
00:33:51,266 --> 00:33:54,466
over the page limit. Or you use the

674
00:33:54,466 --> 00:33:58,166
wrong font. Federal agencies in

675
00:33:58,166 --> 00:34:03,133
particular receive so many applications

676
00:34:03,133 --> 00:34:07,633
that those first cuts are just based on

677
00:34:07,633 --> 00:34:10,100
technical things. So they're not even

678
00:34:10,100 --> 00:34:12,366
going to read to see if you gave them a

679
00:34:12,366 --> 00:34:14,500
great proposal that's just one page over

680
00:34:14,500 --> 00:34:16,900
the limit. Just one page over the limit

681
00:34:16,900 --> 00:34:19,500
you you don't make it to the first cut.

682
00:34:19,500 --> 00:34:22,600
So there are a few exceptions but

683
00:34:22,600 --> 00:34:24,433
generally don't put yourself into that

684
00:34:24,433 --> 00:34:28,000
category of getting cut because you know

685
00:34:28,000 --> 00:34:33,900
of a technical issue. Also if you can get

686
00:34:33,900 --> 00:34:35,800
someone else to proofread it for you.

687
00:34:35,800 --> 00:34:38,066
Because by the time you have written the

688
00:34:38,066 --> 00:34:40,566
proposal you'll be pretty sick of the

689
00:34:40,566 --> 00:34:42,866
topic, and you will have been staring at

690
00:34:42,866 --> 00:34:46,766
it for probably way too long. And a lot

691
00:34:46,766 --> 00:34:51,366
of things that are problematic you may

692
00:34:51,366 --> 00:34:53,666
not see at that point. So if you can

693
00:34:53,666 --> 00:34:55,800
let someone else look at it. It also

694
00:34:55,800 --> 00:34:57,633
helps too if you get someone who's a

695
00:34:57,633 --> 00:34:59,666
little bit out of your field. They'll be

696
00:34:59,666 --> 00:35:01,633
able to catch any jargon that you may be

697
00:35:01,633 --> 00:35:04,700
using that might be unfamiliar to the

698
00:35:04,700 --> 00:35:07,900
funder. So that's another thing to keep

699
00:35:07,900 --> 00:35:12,133
in mind. Once you submit your proposal

700
00:35:12,133 --> 00:35:14,633
again you have to remember there are

701
00:35:14,633 --> 00:35:16,700
people on the other end. It does not

702
00:35:16,700 --> 00:35:19,266
usually hurt to call, inquire (that) they got

703
00:35:19,266 --> 00:35:21,466
your proposal. That doesn't work with

704
00:35:21,466 --> 00:35:23,133
some of the larger funding agencies

705
00:35:23,133 --> 00:35:25,466
although even the larger funding

706
00:35:25,466 --> 00:35:28,000
agencies have program officers that can

707
00:35:28,000 --> 00:35:29,700
be very helpful.

708
00:35:29,700 --> 00:35:33,500
Many of the program agencies too will

709
00:35:33,500 --> 00:35:35,600
even read drafts of proposals.

710
00:35:35,600 --> 00:35:37,566
Like I've been working with a project

711
00:35:37,566 --> 00:35:38,866
here on campus called "The Colored

712
00:35:38,866 --> 00:35:41,666
Convention Project" and we worked very

713
00:35:41,666 --> 00:35:45,466
closely with the program officer for the

714
00:35:45,466 --> 00:35:47,500
National Endowment for Humanities who

715
00:35:47,500 --> 00:35:50,400
read our draft, gave us positive feedback

716
00:35:50,400 --> 00:35:52,766
critical feedback, and then you know we

717
00:35:52,766 --> 00:35:55,000
went back to the drawing board. And most

718
00:35:55,000 --> 00:35:59,366
of the agencies can do that if you give

719
00:35:59,366 --> 00:36:02,800
them enough time. So that's another thing

720
00:36:02,800 --> 00:36:08,566
to take advantage of. And you know be

721
00:36:08,566 --> 00:36:11,333
nice to the person on the other end!

722
00:36:11,333 --> 00:36:15,400
Remember again it's people-to-people. So

723
00:36:15,400 --> 00:36:17,966
you may be stressed out but try not to

724
00:36:17,966 --> 00:36:20,866
pass that stress on to the person on the

725
00:36:20,866 --> 00:36:26,100
other end of the phone or email. Lastly,

726
00:36:26,100 --> 00:36:29,933
don't get discouraged if you don't get

727
00:36:29,933 --> 00:36:34,433
that funding. There are a lot of really

728
00:36:34,433 --> 00:36:37,066
excellent proposals that don't get

729
00:36:37,066 --> 00:36:40,366
funded. And it's really just a matter of

730
00:36:40,366 --> 00:36:43,666
or it can be a matter of volume. There's

731
00:36:43,666 --> 00:36:46,766
just so many good proposals, limited

732
00:36:46,766 --> 00:36:50,600
dollars, yours may not get funded. If that

733
00:36:50,600 --> 00:36:54,866
happens, by all means contact them. Thank

734
00:36:54,866 --> 00:36:57,366
the agency for considering your proposal.

735
00:36:57,366 --> 00:37:00,866
And ask them if you can get feedback

736
00:37:00,866 --> 00:37:04,566
that on your proposal. A lot of times

737
00:37:04,566 --> 00:37:07,166
you can go through, read the feedback and

738
00:37:07,166 --> 00:37:10,533
decide whether or not you should reapply.

739
00:37:10,533 --> 00:37:14,100
And sometimes the funder will encourage

740
00:37:14,100 --> 00:37:17,466
you to reapply. If they encourage you to

741
00:37:17,466 --> 00:37:20,766
reapply by all means do so. Because there

742
00:37:20,766 --> 00:37:23,933
are a considerable number of grant

743
00:37:23,933 --> 00:37:25,800
proposals that don't get funded the

744
00:37:25,800 --> 00:37:27,766
first time but they do get that

745
00:37:27,766 --> 00:37:31,466
consideration the second time. So you

746
00:37:31,466 --> 00:37:33,400
know, don't give up. On the other hand if

747
00:37:33,400 --> 00:37:35,500
you go through and you read the comments

748
00:37:35,500 --> 00:37:38,133
and you see that your work is just way

749
00:37:38,133 --> 00:37:40,466
out of scope of the funder you know

750
00:37:40,466 --> 00:37:42,100
don't waste your time don't waste their

751
00:37:42,100 --> 00:37:45,133
time. Move on to another organization and

752
00:37:45,133 --> 00:37:47,233
start over. So

753
00:37:47,233 --> 00:37:49,266
and if you do get the grant and it's

754
00:37:49,266 --> 00:37:52,166
positive you know by all means you'll

755
00:37:52,166 --> 00:37:54,100
start to work on developing that

756
00:37:54,100 --> 00:37:56,233
relationship. You write a letter of

757
00:37:56,233 --> 00:37:58,400
thanks. (Actually you do that whether or

758
00:37:58,400 --> 00:38:01,633
not you get funded or not.) And then you

759
00:38:01,633 --> 00:38:05,066
work with the the funder to make sure

760
00:38:05,066 --> 00:38:09,033
that the award gets proper recognition.

761
00:38:09,033 --> 00:38:12,600
Because you know the funding agency

762
00:38:12,600 --> 00:38:14,900
likes to be appreciated and know that

763
00:38:14,900 --> 00:38:18,066
their work is appreciated. So that's

764
00:38:18,066 --> 00:38:20,800
basically where you take it from there.

765
00:38:20,800 --> 00:38:25,766
So I think that is the process from idea

766
00:38:25,766 --> 00:38:31,466
to submission. And let us now jump into

767
00:38:31,466 --> 00:38:34,266
the databases and see where you can take

768
00:38:34,266 --> 00:38:43,366
a look. [Written title: Continue workshop by viewing: Research Funding Online 2 (Databases) below]

769
00:38:43,366 --> 00:38:45,432
[Written title: Continue workshop by viewing: Research Funding Online 2 (Databases) below]