

CD Publications
presents

*Directory of Private Grants
for Seniors Programs*

First Edition

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Introduction

Dear Reader,

At CD Publications, we understand how tough fundraising can be, and are committed to assisting organizations like yours in securing crucial funding in these uncertain financial times. This grants directory includes insider tips from private program officials and grant experts, and offers hundreds of insights on ways to improve your chances for winning private grants.

Ask any funding expert what the most important components of grant-seeking are and they will say devising a diverse plan of potential funders and understanding the inner-workings of the funding process.

Included in this directory is information to help you devise a winning plan and ensure proper outreach. We provide guidance for nonprofits on building diverse funding plans, finding the right partners and submitting top-notch funding proposals. Here you will find contributions from the editors of CD Publications' *Aging News Alert (ANA)*, *Community Health Funding Report (CHF)*, *Children & Youth Funding Report (CYF)*, *Federal & Foundation Assistance Monitor (FAM)* and *Substance Abuse & Disability Services Report (SDR)*.

As you use this directory, please feel free to contact us for additional assistance. Contact information is as follows: *ANA*, ana@cdpublications.com; *CHF*, chf@cdpublications.com; *CYF*, cyf@cdpublications.com; *FAM*, fam@cdpublications.com; *SDR*, saf@cdpublications.com.

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19 Things You Should Know About Winning Private Grants

GRANT TIP 1: Getting a Private Grant—What To Do, What To Avoid

The first step you should take in deciding whether or not to apply for a grant is to take a look at the corporation's or foundation's annual report. Foundation reports usually give lists of grants made during the past year and serve as a guide to the type of activity they like to support.

The cliché “it's not what you know, but who you know” applies to private grants. Most private grantmakers say the best way to contact a foundation or corporation about funding is through a mutual acquaintance. Unlike federal government officials, who must be careful not to appear to be playing favorites, private grantmakers prefer to keep their contacts limited to persons or organizations they know, or at least groups with which a mutual contact is familiar. Foundations still have established procedures for grant review, however, and the persons whose job it is to review grants will probably not be happy if you go over their head or around their authority.

Avoid slick and sloppy pitches, says a Mitsubishi Electric America Foundation program officer. She also warns against using mass mailings or boilerplates. Foundations do not usually fund inquiries addressed to “To whom it may concern.” If you are going to use mass mailings, be sure to individualize each proposal in some way.

“I think [the grant process] is a whole lot more than just money—it's about relationships,” says Tad Asbury of the Marriott Education Foundation for Individuals with Disabilities. “We look for relationships that will last a long time.” You want sponsors who are more than a contact; you want them to be your “cheerleader.” Having good rapport with someone in the foundation is crucial, not only to go to bat for you, but to guide your proposal and lead you toward opportunities other than just cash, says Asbury.

The First Step Is Letter of Inquiry

If you do not have this type of personal contact, your first step will be a letter of inquiry. Letters of inquiry are often the first contact an applicant has with a private grantmaker, yet corporate and foundation representatives agree that not enough care is given in the writing of this document. Grantmakers tell us it is important the initial letter be as strong as possible.

Ideally, the letter should demonstrate both your expertise in an area and your ability to administer a grant. A letter should be the product of a team approach, with the original draft being prepared by a program expert, and revised by your grant administrator.

Be clear in the first sentence. Most foundations have relatively small staffs that are pressed for time. Therefore, the beginning of the letter is no place to be coy or flowery. Instead, make clear you are sending a letter of inquiry for possible funding of your project. Your project title should match the title that appears in the organization's annual report. The letter should be short (one page, if possible), but comprehensive enough to include the following:

- A brief statement of the proposal.
- A demonstration of the relevance of your project to the grantmaker's organization.
- The total sum needed, which should include other sources of income for the project.
- The specific results you expect.

Five Important Components of the Application

1) Make sure your objective is clear and specific.

It is not enough to say you want to fight poverty or provide job training for high-school dropouts. You must provide more specific information about your program goals and how you plan to meet them. Most grantmakers say they do not want to waste time with applicants who are simply shopping for funds, without a clear idea of what they are going to do, how they are going to do it and how it ties in with the funding organization.

A grantmaker must be able to measure what you have done with your grant to determine whether the idea is one it should fund in the future and be able to justify to the board of directors, chairman or others if something goes wrong.

Grant proposals should contain three distinct elements:

- An outcome, which explains in detail what activities you will perform and what you will accomplish.
- A timetable.
- An estimate of the population to be helped: how many and what type of clients, for example—minority high-school dropouts.

Each of the three sections should be specific, if your funding proposal is to be acted upon.

2) Make sure the application shows how your program ties in with the grantmaker's priorities.

Failing to do so is one of the more common mistakes in both federal and private grant applications. With the increasing number of proposals received by all types of private grantmakers, they are becoming more and more critical of applications that fall outside of

their funding priorities. If possible, your application should show how your activities present an innovative approach in the grantmaker's field. Don't stretch your proposal to try and fit the funder's mission.

Obviously, talking to program officials and reviewing application kits is one way to discover priorities. However, if you find reasons behind the award difficult to discern, several grantmakers suggest you look at the grantmaker's basic mission adopted at its founding.

Discerning why a donor gives will give you a leg up on how best to ask for funds. Some of the more common foundation missions are:

- Dedication to a cause: This tends to be important to social justice organizations, as well as to organizations whose exclusive objective is to help the poor.
- A moral obligation or responsibility, which often motivates religion-related organizations.
- Improvement of the standing (and often profits) of the assisted person or organization. This tends to be of primary concern to corporate grantmakers.

3) **Be willing to combine your efforts with other groups.**

In the past, when federal funds were flowing, many groups tended to worry about their own turf, making cooperation difficult at best. Now, with funding tight, private grantmakers are looking for applications that can give them more bang for the buck, helping several organizations working together for a common goal.

There are several examples of this. Colleges and universities can often act as focal points for a relationship between nonprofits and local governments. In particular, educational institutions often have office space, materials and manpower that smaller nonprofits do not.

Another successful combination brings nonprofits and local businesses together, either informally or in community development corporations. This merges talents of profit-motivated managers and those with knowledge of local problems.

4) **Be willing to develop other types of support besides grants.**

Grantmakers are trying to spread their awards, act as catalysts for other grantmakers and support programs that will continue after its support ends. Suggest ways your project will cut costs, and therefore require smaller grants, enabling funds to go further. Some tested methods include in-kind contributions, "sweat equity" (beneficiaries of a program contribute their time to make it work) and loans.

You should be able to show you can make it on your own once the grant ends. Therefore, requests for seed money, rather than operating expenses or capital projects, are more likely to receive consideration, even if other uses are permissible.

Local community branches of national brands or chains do not usually give monetary donations to local nonprofits, but are able to donate products. Approach your local business with a specific request, written on your organization's letterhead, as well as a detailed description of how you are serving the community. Some companies have policies on product donations. Some donate products for nonprofits to sell at fund-raisers, or to use as thank-you gifts for volunteers. Other companies prohibit selling donated products, assuming you are asking for products for the youth you are serving. As with grants, research their policies on the web. Read all their instructions to make sure you are eligible. See the Appendix Section for a short list of companies that donate products.

5) **Prepare a professional grant application.**

This does not necessarily mean you should use a professional to prepare the application. Some smaller foundations object to the use of outside grants consultants or at least to paying them via grants. However, whoever prepares the grant application should be capable of producing an accurate and concise document, incorporating the points made above.

Two of the most important aspects of the application are:

Summary: If you get nothing else right, the summary must be done well. Often, it is the only section read in a preliminary review process. It is best written last, since the entire proposal is clearly in mind at that time. The information in the section should be clear and concise, and should not exceed two or three paragraphs. Underlining key words and concepts may help.

“Foundations want to see scaleable projects demonstrating an overall passion for the goal,” says Tad Asbury of the Marriott Education Foundation for Individuals with Disabilities. “Originality is a key to catching a private foundation's, interest as well. If your project sets your group apart from others, a foundation will take notice and seriously look into specific elements of the project, greatly increasing its chance for funding.”

Costs: Grantmakers want to know exactly what they are being asked for, and project costs. Therefore, be as specific as possible in describing what you are asking for, and what the project costs. Indirect costs are often a matter of dispute between grantmakers and applicants. Therefore, it is important the two groups come to a common definition of direct and indirect costs.

“Know everything about your project proposal, from how much it costs to overall benefit and its potential duplication and sustainability,” says Asbury.

Info: <http://www.meaf.org/> and <http://www.marriott.com/foundation/leadership.mi>

GRANT TIP 2: Steps in Writing a Foundation Proposal

Be creative, focused and persistent when seeking grants for your group, says Jon Hardie of the Nellie Mae Foundation.

Grantmakers receive many funding requests they clearly state that they will not fund. It is an obvious, but crucial point—mentioned before, but worth mentioning again: find out the grantmaker's annual funding priorities and guidelines before sending your proposal.

Grantmakers need a reason to get beyond the first page—also known as the 30-second test. This is your opportunity to stand out by capturing the grantmaker's imagination and to invite further in-depth review with a clear, innovative focus.

You need direct, demonstrable, broad-based collaboration, participation and involvement of community stakeholders. These stakeholders, strategic partners and alliances will help you reduce costly duplication of effort. If your goal is to meet community needs, you can reduce your competition for grants significantly—and attract more funders—by putting strategic, collaborative project partnerships together, which lets everyone win.

Board & staff: Who will and how will you successfully manage the project? Folks who have “been there, done that” can help you in the tough times.

Needs always exceed resources. What is the long term ROI (return on investment) for the grantmaker from your project? Is it advocacy, change, improved emergency or transitional services, housing, education, innovation, an exhibit, a performance, a unique collaboration or reduced duplication of services?

Is your project specific to your community? Could others learn and benefit from or replicate your experience? Funders love to invest in projects that can be replicated. There are, of course, many one-time, unique community needs to meet.

If you don't have the funds to get started or the staff to write grant proposals, consider writing a small capacity-building grant proposal to fund grantwriting or a community needs assessment to get started.

Do not manage your organization as if the grant check is in the mail. Even if your application is everything you want it to be, remember that only one out of nine equally qualified proposals gets funded.

Broaden your donor base; that's where 90% of the money is.

This sounds like quite a process. A resource development consultant for many nonprofit organizations warns that unless you develop some basic tools that are maintained year-round for all fundraising efforts, you're not going to have time to do a proper campaign. These tools include:

A short case, which is a 1-10 page summary of your organization that can act as justification for your funding request. While it can be a pain to prepare, once done, it helps make all other fundraising activities easier. Anderson calls it the hymnal from which all persons associated with the organization speak, write or present. The case should answer all questions that might be asked by prospects; be typewritten and placed in binders for easy changes; available for rapid response to opportunities for support; distributed to all staff and volunteers, and regularly reviewed and updated (this last point is key, as it is often overlooked). The case often makes up a good part of any grant proposal narrative.

A prospect pool, which involves a list of persons and organizations served directly or indirectly by your organization or agency. These are the first people you go to once you decide to do some fundraising. Relevant information should include contact persons, telephone numbers, financial data, interests related to your case, and patterns of giving. Then prepare an evaluation chart for each proposal to determine the best prospects to be contacted first. Factors to be considered include: type of support needed, amount to add (determine after studying their giving patterns, top gift, average gift, budget), interest rating (whether you fall into their primary or secondary interests), number of linkages you have with prospect, level of their awareness of your organization and their potential for influencing others in the community. Soon it will be clear which are your best prospects; always start at the top to set the pace for the others.

Your Approach Strategy

Once you've decided whom to ask for money, you have to decide how to ask. Your research should discover the prospect's instructions and requirements for submission. Then:

- If a letter of inquiry is requested, sum up your proposal in one or two pages, highlight connections to their interests, people, places or products.
- If a written proposal is requested, develop a cover letter personalizing the proposal you are attaching, highlighting connections as above.
- If a call is allowed, arrange an appointment, decide which staff members and, if appropriate, volunteers should make the presentation and work out your pitch and roles.

Be prepared to leave a copy of the proposal if you are requested to do so, but better yet, listen and learn from your exploratory visit, go home and adopt your proposal and send as a follow-up—remembering to thank them for time and help.

If you're rejected at any point, try to determine why. If your proposal can be corrected for that competition, do so. If not, go back later with a more appropriate proposal. Just because a proposal is rejected, it does not mean it is bad and should never be used again. You should not have to start from scratch—in many cases, making a few revisions suggested by funders can turn a losing proposal in a winner.

Proposal Format

Anderson says this involves organizing your case from the prospect's perspective. It should include:

An introduction. This is a one-paragraph summary of the proposal. It should come first, but is written last. While this may be incorporated in the cover letter, it is wise to repeat briefly here: prospect name, amount being requested by what organization and for what purpose. If your cover letter gets misplaced, this serves to clarify your request for the prospect.

A need/problem/situation section. Outline the problem to be addressed by your program/project. Always indicate that the problems, no matter how grave, can be addressed, the picture improved, clients assisted and it is the mission of your organization to do so. If you're asking for funds from a corporate funder, back up your optimism with similar opinions from business magazines such as *Fortune* or *Business Week* or the daily bible of the corporate world, *The Wall Street Journal*.

Your Plan of Action

Highlight why your organization is uniquely qualified to carry out a program or project that addresses the problem. This is an often-neglected area.

Spell out what is needed to carry out this effort (money, goods, services, expert volunteers) and your plan for securing this support.

Show the role the prospect can play—restate the specific request.

Include a conclusion—visualize what it will mean to the prospect, to the community, to society if these goals are achieved (mention social and economic benefits.)

Info: <http://www.nmefdn.org/Grantmaking/>

GRANT TIP 3: Thinking About Clients and Funders

Grants Should Focus On People Being Served

When writing grant proposals, too many nonprofits are focusing on their programs, says Jeane Vogel, founder of Fund Raising Innovations. That's a mistake, she says. "Foundations and corporations want to hear about people, the clients you're serving," says Vogel, a consultant specializing in assisting nonprofits with budgets under \$3 million raise money.

"The greatest complaint I hear is groups have great plans but don't mention who they serve," she says. Vogel recommends using case studies in newsletters, fliers and grant proposals; in a word, personalize. Funders also like to see client input in the creation of programs and services, she says. Board members should be investors in nonprofits. Time isn't enough. Funders want to see board support.

Another common error: groups molding programs to suit corporations or foundations, blindly chasing money rather than doing basic research. Are similar projects being funded? Where? What levels of funding do they provide? Research the board members or trustees of the group. What are their areas of interest? Large national organizations are usually interested in doing pilots or research, supporting ideas that can be replicated, she says.

One last thing: know your competition. Don't have blinders on. Access the competition. Are other groups providing the same services? Is their program better or more cost-effective?

Avoid a 'Values Clash' With Funders

You should develop relationships with funders who share similar values with your nonprofit. This is one fundraising morsel a consultant with an organization named "for Granted" shares with CD Publications. Boasting a 75% success rate in matching clients with funders, consultant Kelli Dudley works with new groups or expansion-oriented nonprofits. We asked her how to turn on the funding spigot:

- **Research:** Access government Websites and do simple keyword searches.
- **Communication:** Talk with funders in advance. The nature of the nonprofit world is not to withhold information. If you call funding sources, they usually offer good information about themselves and often other funding sources.
- **Relationships:** Nonprofits should develop relationships with other funding sources that have similar ideologies.
- **Evaluation measures:** In writing grants, nonprofits need to include achievable goals. Listing specific behavior changes, using pre- and post-tests can be helpful.

Info: <http://www.nonprofit-innovations.com/>

GRANT TIP 4: Steps to a Stronger Statement of Need

After the one-page executive summary of your grant proposal comes the two-page statement of need. If the reader makes it to these two pages, then a nonprofit has successfully caught the reader's interest. To keep your reader's interest, the Foundation Center offers a few tips for writing a winning statement of need. The statement of need is where the reader learns about your issue. Here, you'll document your need for funds with well-chosen statistics and present a logical argument.

Choose your facts carefully and get them right. Make sure your data are accurate. There's nothing more embarrassing than being told by a funder your data are out of date. Data unrelated to your project weaken the proposal.

Give your reader hope. If you paint too bleak a picture, the reader will wonder whether a grant will help. Don't be overly emotional. Here's one way to phrase such a message: "Car

crashes kill children. But statistics show children in car seats are more likely to survive an accident. Therefore, a program providing low-income parents with car seats will reduce the risk of children's deaths from car accidents."

Is your project a potential model? If you present your project as a model, funders may expect you to follow through on a replication plan. If you choose to represent yourself as a model, explain how the need you're addressing also exists in other communities.

Is your problem acute? Be clear about why you're asking for funds.

Don't knock the competition. Even if you feel your solution is best, don't criticize others' approaches. Funders don't like to see you bringing others down. In fact, they like collaboration, and may wonder why you're not already working with other groups on this issue. Explain that you're on good terms with other nonprofits in your field.

Avoid circular reasoning: Don't make a circular argument like this one: "The problem is our community lacks a swimming pool. Therefore building a pool will solve that problem." Rather, emphasize the benefits a pool will bring.

Info: <http://www.foundationcenter.org/>

GRANT TIP 5: Donor-Advised Funds Growing More Prevalent

Expect more donor-advised grants to flow into neighborhood revitalization, housing, homeless, and other support for low-income people, say community foundations.

The *Chronicle of Philanthropy* says the top 20 community foundations have seen a 230% increase in advised funds—which give contributors a bigger say in how their money is spent—providing \$5.5 billion from 1995-1999. Given the surge in advised funds, if you haven't had luck winning grants from community foundations in the past, your luck may be about to change, indicates Peter deCourcy Hero, president of the Community Foundation of Silicon Valley in San Jose, Calif.

His foundation has more than 300 donor-advised funds with total assets of \$500 million. "We are growing rapidly, adding over \$175 million in new gifts for the fiscal year ending June 30, most of it donor-advised funds," he says.

The foundation helps advised funds be more effective grant-makers by holding semimonthly briefings, taking donors on site visits and hooking them up with contributors with similar interests.

On the flip side, neighborhood and homeless organizations can boost their chances of getting grants by inviting community foundation board members to see their programs and facilities, Hero says. Regularly attend community foundation functions to meet their donor base, Hero advises. Get information from foundation staff and go after advised funds directly.

Providing heads-up information is another way of keeping your organization's name in front of foundations and their donor-advised funds, says a Chicago Community Trust staffer. Mail news

clips, white papers, occasional studies and other materials related to a foundation's mission, staff and programs. Attach a brief note saying, "I thought you might be interested." But make sure it is useful. The information should be mailed or e-mailed directly to the foundation staffer working with advised funds, says the staffer. Don't assume the foundation administrative and program staffers are in contact with donors.

If you don't do anything else, send foundations your organization's newsletter and your annual reports, the CCT staffer says. The Community Trust has an extensive library for these and staffers often scan them for program information and ideas. The key is not to become a nuisance, she says. Once or twice a year is not overdoing it.

New doors are opening

Make community foundations aware of your good work to pass along to advised funds, she advises. Start by seeking funds through a foundation's regular grant program. This introduces your organization and puts you "in front of the donor-advised funds," says Andrea Montag, senior donor relations officer for Community Foundation of Greater Atlanta. Stay in touch with a foundation after submitting an application. "We obviously match donors with organizations we know best," says Montag.

By applying directly to an unrestricted or field-of-interest fund, organizations may receive additional funding from donor-advised funds behind the scenes, says Bryan Clontz, the Atlanta group's vice president.

Last year, Greater Atlanta awarded \$600,000 in grants by matching applicants with donor-advised funds. Soon it will be granting \$500,000 in emergency homeless assistance annually through a new fund, Montag says.

Keep community foundations informed of your community's changing needs, suggests Debbie Baxter, community relations director for the Community Foundation of Tampa Bay, Fla. The foundation routinely passes along what it hears to help donors target community priorities.

For instance, two of Tampa Bay's donor-advised funds financed workshops helping neighborhood leaders learn new skills. This addressed a need to strengthen neighborhood organizations, Baxter says. Similarly, a low-income housing improvement project was supported by several advised funds in southern portions of the county. The Peninsula Community Foundation in San Mateo, Calif., encourages applicants to submit "concept papers and concise case statements with budgets" to forward to its advised funds, says President Sterling Speirn. "Even if we don't have donors who may currently fund such projects, we want to have a good inventory of creative ideas and projects," he says.

Info: <http://www.siliconvalleycf.org/>, <http://www.cct.org/> and <http://www.atlcf.org/>

GRANT TIP 6: Six Guides from a Foundation Reviewer's Handbook

The following is based on the reference guide used by one of the five largest foundations to train its grant reviewers. It's probably similar to guidelines most major foundations use and provides insight into what grantmakers are looking for. Follow the tips to tailor your proposal.

In some cases, reviewers use the questions to simply determine whether or not something was provided. In others, reviewers are looking for signs the applicant understands the foundation's agenda. If your proposal can correctly answer the six topical questions below, and you seem to be in the same philosophical ballpark, your proposal should do well.

- 1) **What is the nature of the problem?** How did it start? Is the applicant's analysis sound and convincing? Are the statistics used to describe the problem accurate and clear? Why should the problem be addressed NOW and why should the foundation be the one to do it?
- 2) **What are the applicant's mission and agenda?** What are the key problems the applicant addresses and is it relevant to this particular project? With what other organizations or government agencies does the applicant work closely to carry out its mission effectively?
- 3) **How is the applicant governed?** What mechanisms has the board established to monitor the success of projects and evaluate the priorities and agenda of the organization? To what extent has the board helped to develop the current proposal?
- 4) **What are the applicant's sources of support?** Have they changed over the last few years? Has the availability of funds or the source of funding affected the emphasis of its program? What role do particular donors play in advising or monitoring the applicant's programs? Does the applicant have plans to diversify its funding base?
- 5) **How does the applicant expect to meet its objectives?** What is the applicant's approach to the problem? How does its approach differ from that of others who are also addressing the problem?
- 6) **What specific strategies does the applicant employ?** Are they clear and internally consistent? Are they innovative? Has the applicant developed a detailed plan for implementing the strategies? Are there external factors that could derail the project from its inception or mid-way (e.g., a government's refusal to permit access to a proposed research site)? What are the proposed activities? Are they feasible? Is the plan well-defined and detailed enough to be carried out? Has the applicant contacted or worked with other experts in the field to shape its plan of action? If not, would references to organizations or individuals who share its interest in the problem or who have experience with the proposed strategy be useful.

GRANT TIP 7: Being Small Doesn't Mean You Can't Approach Major Funders

While the friendliest and most generous foundations are likely to be the ones closest to you geographically, it's worth taking a shot at one of the big national funders.

But according to Richard Male, a long-time private grants consultant who's now CEO of Grantseeker, Inc., proper research is key to obtaining grants from national foundations. In at least one case, the research has already been done. Speaking before a group of community action agencies, Male says his company's research indicates the following 21 foundations are among the best for CAAs and other nonprofits working in areas of poverty, community revitalization and social justice.

In addition, all these foundations award grants throughout the country and are willing to support local projects, says Male.

Be aware most foundations won't be willing to provide general operating support. Most large foundations want to support new or expanded projects, not your day-to-day operations. Of course, you can try to ask for operating expenses by calling it something else, but be careful.

Large foundations often are interested in having local groups implement the funder's program and/or ideas, rather than support locally generated projects; the Annie E. Casey Foundation is one example. Look for studies, reports and papers funded by the foundation (even if the foundation didn't actually do the work), and see if you can use them in developing your program and/or proposal.

Use any contacts you have to gain entry to the funder. And contact previous grantees for advice on approaching the foundation. Remember: While large foundations give millions of dollars away each year, competition is tough. Make sure it's worth your while before taking the time to apply

Now you know where; what's next?

Keep the following in mind when approaching national funders: They are interested in projects that can be replicated, says Male. They want to support programs with a broad impact, often involving strategic partnerships. These can range from collaborations between the funder and the grantee to partnerships between the grantee and other community organizations. Even if they say they give nationally, many large foundations often reserve funds for nearby local projects. That's particularly true regarding grants for direct services and/or operating support. Male stresses that unlike most foundations, the big ones have professional staff that usually want to see some kind of concept paper first. These staffers are experts in the field, says Male, so be careful about exaggerating your capabilities and/or project. As much as you can, try to show your own expertise in the field through such things as press reports and awards for "best practices."

Another key to obtaining funding from a large foundation, he says, is obtaining a personal interview. Your initial letter and concept paper aren't going to win you a grant. They should, however, make foundation staff excited to meet you, but you're going to have to be persistent, he cautions. And when you go to the interview, you shouldn't necessarily take along your board

president or similar high-ranking staffer. Instead, “take along the person who can best express ... passion about the program,” Male says.

Info: <http://www.richardmale.com/richsbio.htm>

GRANT TIP 8: Approaching Private Funders for Operating Expenses

Repackaging Your Request

The biggest problem in today’s private giving world, aside from the shortage of money, is the dispute over whether to fund special projects or operating expenses. Most private funders prefer to support individual projects, claiming such programs are easier to justify. Nonprofits, on the other hand, say they need more operating expense support if they’re to survive to implement any special program.

There’s no magic answer to this dilemma. But two experts in the field give some suggestions for winning general operating support. Barbara Anderson, a resource development consultant for many nonprofit organizations, says the key is repackaging your request in such a way that officials can easily see a connection between their contribution and activity leading to some result that is beneficial to their foundation or corporation. Anderson warns not to be dishonest, or fudge what you’re trying to do—there’s nothing that hurts future fundraising efforts more than being caught in a lie.

Anderson suggests you prepare a program-driven budget. This means you don’t simply outline a budget listing particular items and their costs. Instead, tie them to specific goals. How? Break down your expenses into individual activities. For example, don’t simply indicate you need X dollars for phone calls. Instead, show part of your service is phone referral and counseling, requiring X number of phone hours and personnel, that costs Y.

You should be able to break down most of your organization into activities that help meet your goals. You then tailor your proposal to address each area. If it’s done well, the “program-driven” budget clearly shows what grants will be used for. Your organization is not a collection of personnel costs and phone bills looking for funds. Instead, it’s series of activities, achieving certain goals that deserve support.

Anderson also suggests care about titling your request: Even if you’re asking for general or operating support, the terms are red flags for many funders. Use creativity. This type of budget makes it much easier for foundations to see what they’re getting for their money.

Barry Nickelsberg, a fundraising consultant who’s worked with organizations such as the Children’s Defense Fund, says there’s “an easy way to do it and a hard way to do it.” The easy way is similar to Anderson’s advice, involving packaging your proposal so there’s a clear connection between operating expenses and program objectives. If you can, make your proposal a combination of several “projects.” Then include overhead as a key part of the combination. You’ve presented a proposal for specific activities, yet made it clear the costs are necessary parts of the organization’s ability to conduct its business. The hard (but often the best) way is through person-to-person contact. Nickelsberg is a firm believer that “people usually give to people,” and

if you can develop a good relationship with a funder, it will be more likely to be flexible in its support. One way to do this is to invite potential funders to see your organization before asking for funds. If they can see your operation in action, they are more likely to be impressed about the work you are doing. Other suggestions include establishing contacts through media events, funder/applicant seminars, working lunches or company employees who support your organization.

A Case Study: How to Win Operating Funds

The case study here shows how a homeless shelter raises funds by focusing on a problem that plagues both local governments and nonprofits: How to get operating support when everyone wants to fund special projects and new ideas.

Fundraisers for the shelter gave the bad news. Of three government programs they had investigated for funding, some for the homeless and some involving drug abuse, each stressed grants for new projects rather than local operating expenses. The story was the same for private grantmakers. Most of the state and local foundations emphasized project grants and 60% prohibited general operating support.

So, what to do? After 10 minutes of agreeing that life is unfair, the group started to look for ways to get around the problem. After a few weeks of work, it developed an operations plan.

The group divided all potential grantors into three categories: Those that fund operating expenses, those that do not fund operating expenses, and those that may, but prefer special projects. Then, the fundraisers began to plan different approaches for the various funders, whether government or private.

For private foundations, it's important to develop an informal relationship with those that support operating costs. Invite officers to come out and see the work you are doing before asking them for funds. If your invitation is accompanied by a grant request, they probably will see it as self-serving. But if you target certain foundations as potential grantors, and then invite them out before you've asked for money, they are likely to be more receptive. At one corporate funding conference, two local grantmakers said seeing what an organization did before receiving a grant request was the single most important factor in the decision to award funds.

With government grants, it's difficult to nurture a relationship with agency officials but highly possible to develop one with elected officials who are looking for community support. The shelter designated two local members of Congress as their "Men of the Year," which required attendance at a banquet and program demonstration in exchange for the favorable publicity. In one case, no relationship developed. But the other congressman was so impressed he promised to support increased funding to help the homeless.

With organizations and agencies that say they specifically don't fund operating expenses, take them at their word. It goes back to priorities: Don't try to fit your priorities into agency goals that are clearly contradictory. While it might work once or twice, it's not worth the time and trouble in most instances.

It's sneaky, but you should develop the ability to disguise your request for general operating support as a special project proposal. This involves agencies and foundations that prefer to fund special projects, but will support operating expenses if they are presented right. Care must be taken before preparing and submitting an application. Both government and private grantmakers are adept at picking out "operating costs in project clothing," as one official put it.

Shelter officials were first stumped at what to do when faced with the restrictions on operating expenses. "Everything we do is part of our normal operations," was how one official put it. But they then decided to break down costs by personnel vs. fixed costs such as utilities and rent that clearly were operating expenses.

Then, they divided the personnel costs by those who would be needed no matter what services were provided, such as the receptionist, and those that dealt only with certain services, such as a drug abuse counselor or public health nurse. These were then designated as costs that realistically could be presented as project costs. The group also tried to see that these costs were related to some of the hot issues of today including substance abuse prevention and job training in the transition from welfare to work. By allocating personnel costs in a different way, the shelter was able to make a presentation for support for a project on the cutting edge of today's social policy.

The result: so far, one government grant and one foundation award from sources that do not like to fund operating expenses, but were willing to go along because of how the request was presented.

GRANT TIP 9: Ten Criteria for Follow-Up Funding Requests

Receiving grants is like an election—the day after you win, you take a deep breath and begin planning for the next campaign. Convincing a private funder to continue support for your organization isn't as simple as getting it from the government, which often assumes continued success unless money is specifically limited to one year.

While the same program criteria usually apply to follow-up funding requests, foundations have internal guidelines on whether a program deserves more money. The following are materials used by one of the five largest foundations to help train its grant reviewers. The materials focus on how the foundation can tell when projects are floundering, which in turn determines whether additional funds will be available in the future.

According to the materials, the following 10 criteria are early warning signs.

1. **Continual Failure to Meet Financial Projections:** Some problems, especially with small nonprofits, are expected. Most small or new organizations have limited cash reserves and high uncertainty about timing and sources of revenue.

However, the training manual warns reviewers to be wary when annual operating deficits are called cash-flow problems. For a program officer, this may first appear in the form of consistently unrealistic budgets and frequent requests for advances.

One foundation trainer tells us, “I often get calls shortly after a grant is approved asking whether funds can be used for a different purpose. Months later we get a second request to receive next year’s disbursement early. Any group that every year ends up with an operating deficit and has a cash-flow problem is a good warning sign that it’s a project that probably should be cut off from future funding.”

2. What the Applicant Should Consider: Was the original budget realistic in the first place? Foundation officials tell us once you’re stuck with an unrealistic projection, it’s hard to get out from under to make things work. How many times do you have problems meeting the costs of day-to-day operations? If you’re having problems, admit it, but don’t leave it at that. Is there a way you can demonstrate the steps you are taking to make sure problems don’t occur? This is key, says one of the foundation’s trainers.

3. Disregard for the Original Proposal or Business Plan: The training manual says that critical indicators of problems are when the grantee no longer refers to the proposal once the project gets funded, or when the budget and operating plan are abandoned at the first crisis. The manual states that this often means the leadership has not thought through the project, financial projects and program goals may reflect nothing more than a uniformed guess and there is little capacity in the organization to carry out the program.

4. What the Applicant Should Consider: Do progress reports and evaluations speak directly to the original goals and expectations? If you propose changing your project, have you shown a good reason why you are doing so? Outside experts we talk to say you can change your program’s goal or focus, but only as part of a process in which you indicate why you’re taking a new approach—which usually implies you’ve given your original idea a fair test—and how you’ll now measure success. The evaluation must measure criteria as specific as those originally proposed.

5. Founder/Director Conflicts: The skills to create an organization or program often are not the same as those needed to make operations run smoothly. In addition, founders often have trouble detaching themselves from their “babies”—acknowledging when something is not going right or taking responsibility for failure. Therefore, the manual states that reviewers should be alert for a founder who cannot give authority to staff to do the things he or she is not good at doing and who cannot accept responsibility when things go wrong.

6. What the Applicant Needs to Consider: Are management and program operations institutionalized or run on an ad-hoc basis? Is one person—the director, say—doing too much vis-à-vis proposed activities and the budget? How much oversight does the founder have over day-to-day operations, including the right to spend money?

7. Lack of Communication: The manual states that good communication within the organization and with donors is a key indicator of a healthy project. Project directors who are experiencing problems and not resolving them often do not communicate within their

organization, let alone among donors.

8. **What the Applicant Should Consider:** Is the funder made aware of major staff changes? If the funder sends out a reminder that progress reports are due, does the applicant make an effort to acknowledge the communication? That's a small point, but a telling one, according to one foundation reviewer. Do you have a quarterly "tickler file" to check in with the foundation? Do you send the funder copies of your newsletter or send regular progress reports to the board?

9. **Inattentive Boards:** Does the board have its eye on the ball? Training materials say, "Do not assume that because the board has business people as members, their voices will be heard...you need to learn how they are functioning when the grantee gets in trouble."

10. **What the Applicant Should Consider:** Does the board have program and financial review committees? Foundation staff tells us they feel a lack of board committees, or little involvement in the development of major proposals, shows the board won't be much help in solving any problems that arise later.

GRANT TIP 10: How to Approach a Corporate Funder

Many in the nonprofit world believe "corporate philanthropy" is a contradiction in terms. That's really not fair. Corporations have an agenda, but so do private foundations and federal government agencies. Corporations award about \$2.5 billion annually for a variety of worthwhile programs. And their employees often donate their own time and skills in amounts not so easily measured as dollars.

To help you get your share, we offer coverage of a corporate funders forum, in which five experts from the business community provide dos and don'ts in approaching the corporate sector for help.

General Guidelines

You have to remember you're asking for the stockholder's income, says William Torgerson, vice president and general counsel for the Potomac Electric Power Company. Every year at most stockholders meetings there are proposals to cut off all corporate giving, leaving such decisions to the individual stockholders. While such motions are usually defeated, says Torgerson, it demonstrates the care with which corporations must act when awarding grants.

Vickie Tassan, a public affairs specialist for financial institutions, offers what she calls the four general goals and expectations of corporate givers:

1. Ideally, your request should involve a project that is related in some way to the business from which you're requesting money. If you're a housing organization, and the business in question knows nothing about housing, it is less likely to fund your proposal. But the Federal National Mortgage Association or the Federal Home Loan Mortgage Corporation, both of which grant millions of dollars each year, would be deeply interested.
2. The business community usually budgets on a calendar year basis. The budget for the coming year is usually set in August and September. If you wait until October to request funds for the next year, you're usually too late.
3. Whenever possible, use any business contacts your board, staff members, or volunteers have.
4. Learn the name and title of the proper contact person.

Most of the other corporate executives agree with Tassan, saying they find it insulting if a request is not addressed to them. It's not just a matter of courtesy, adds one. It shows the applicant has taken the time to research the company.

Terry Savage, manager for American Express's philanthropic program, notes corporations have a certain amount of allocated and unallocated funds to give each year. More funds are being allocated to organizations with which businesses already have a relationship. That means groups with little or no history with a corporation probably won't get funding on the first try. Don't give up, says Savage. If you keep plugging, you'll have a much better chance of winning support.

He suggests selectivity in your approach. The "shotgun" method is usually ineffective, compared to a few carefully researched proposals to corporations that may share your interests. A women's wear manufacturer, for instance, is more likely to be involved in domestic violence projects or child care for women trying to get off welfare than it would be in an AIDS project for gay males. But a drug manufacturer with a link to the AIDS Drug Assistance Program would be a prime target.

Thadius Sale, former director of corporate contributions for a Bell Atlantic telephone division, stresses you must know your own organization before applying for funds. This includes knowing your strengths and weaknesses, as well as from whom your competitors obtain funding, market their services to, and how they use their staffs.

The Pitch

No matter what form your contact takes, whether telephone call or letter, keep it simple. Unlike government agencies and foundations, business grantmakers are usually relatively unfamiliar with your field of interest and have other duties beyond corporate

contributions. This means they like concise, easy-to-understand explanations of your project and funding request. Proposals must be carefully researched: Don't waste time applying unless you know the project fits corporate funding priorities.

Most of the panel agrees the first contact should be, whenever possible, by phone. This isn't always easy—corporate givers, like federal government grantmakers, are notorious for not returning calls. But keep trying—most of the panel said the success rate for phone contacts was quite a bit above that of written communication. One key is using a board member, executive or employee to make the contact.

While some of the panel plays coy, others admit up front that personal connections could at least move a proposal to the top of the pile. In cases where a CEO or other high ranking officials favor a proposal, it often gets automatic approval. But don't abuse the relationship, several panel members counsel, and use the contact only to open the door, not do all the leg work. One warning; if you're going to use a contact high-up in the company, it doesn't hurt to keep the contributions office apprised. The officer running contributions doesn't love the fact someone is going over her or his head and is also concerned about turning down a request the CEO has expressed interest in. Keep the contributions executive "in the loop" and he or she may look more kindly on future funding requests when your top-rank supporter isn't so closely involved.

If you can't get in to see the contributions officer through personal contacts or a phone call, then it's time for a written request. Again, say our panelists, you must keep it short. Writing skills are important, says Sale. Make sure the person who prepares your proposal or inquiry letter, writes well. Most agree the first written correspondence should be a short (one or two page) letter of inquiry. It should include a time for you to call to discuss your proposal. And for heaven's sake, says Savage, if you promise to call, do so!

Sometimes, especially if you're new to the corporate game, it is better not to ask for funds at first. One panel member tells of receiving a letter, followed by a phone call, which simply asked him to come out and see what an organization was doing for the community. He was so impressed he asked for a proposal, which started the first of several grants the group has received.

No matter what, your letter of inquiry should concentrate first on the need for the project and what it can do for the community. Your organization and its role should be secondary in the letter.

Some general hints on writing the proposal: "do-gooding" is not enough, you must demonstrate the capability to carry out the proposed activities, as well as stress the project's impact on both the community and the company. For example, one proposal all the panelists agree was effective started out by saying the applicant represented "51% of the community, 58% of the company's future workers, and 62% of the firm's potential stockholders." Needless to say, the proposal caught the eye of the contributions committee. Several panelists suggest organizing the proposal as an abstract that makes it

easier for program reviewers to decide what the program is about and what you are requesting.

Always include a specific dollar request. Corporate staffers tend to be generalists, so the easier you make their job, the better.

No matter what format you use, the idea of the written correspondence is to get in to see the grantmaker. Funding is impossible, says Sale, if you aren't able to meet face-to-face.

Once you've arranged the personal meeting, it's important that the person who represents your company be a good communicator, says Sale. The person must be able to clearly and articulately spell out the case for funding your organization. It helps that high-ranking staffers, or in the case of private nonprofits, a board member, can come along, though it's not necessary for them to take the lead in presenting your case. This presentation should be practiced before the real event, says Sale. "Winging it" makes a poor impression.

If you don't have much of a community representation, hire expert help. For example, most major cities have professional public relations associations that provide low-cost help for nonprofits developing community support campaigns. No matter the result of your request, ask for feedback. Find out why your project wasn't funded. Was it your presentation? Your written proposal? It's not a lot of fun to get this type of information, but it does wonders for future funding requests.

Now, here are some questions and answers that should be useful for you:

Q: Most nonprofits and local governments are looking for operating expenses, while corporations seem to want to fund restricted projects. Is there a way to overcome this?

A: Not really. With limited resources, contribution officers are going to fund projects that they can justify to the stockholders and corporate officers. It's much easier to do so when you know exactly what you're funding. In addition, many business grantmakers feel asking for general operating expenses is taking the easy way out, and means you're not looking closely enough at what your goals and operations are. It's important to prioritize and be realistic when requesting funds.

Q: How hard is it to get a promotion for a nonprofit in the bills that utilities and others send out?

A: Very hard. In almost all cases, any such message will be selected by the company. Businesses worry that if they accept such messages, they'll have to do them for everyone, which will soon become controversial.

Q: When meeting with corporate funders, how many people from your organization should go?

A: Two are better than one, but three “is a crowd.”

Q: Should you discuss your needs first in a proposal or the community needs?

A: First stress community needs, and then what your organization will do to address them.

Q: Are there other departments within a company that should be contacted other than corporate contributions?

A: Both the marketing and public relations departments often provide assistance to nonprofits. While some are nervous about this form of aid (for example, cause-related marketing), it offers greater funding opportunities. But it is also much harder to tap into. Corporations tend to set their own priorities for these funds. You may want to tailor a proposal so it can be reviewed by both the contributions and marketing offices.

Q: Should you always ask for money?

A: No, corporations often prefer giving in-kind assistance including copiers and office space. But check first to learn whether the company gives benefits or cash—don’t waste your time applying for something it doesn’t provide. Software and computer makers, for example, prefer to offer products.

Q: Do corporations give funding for capital expenses?

A: In most cases, no. If you’re going to try, make sure you stress the services the facility will provide, not the structure itself.

Q: If you’re applying for a grant from a national organization, do you send it to the national office or local branch?

A: Depends on the company. But no matter who the company wants you to send it to, you should contact the local branch to get its support or endorsement. National franchise companies and national retailers often prefer the request to originate with a local, state or regional franchise or division. The best way to get a Wal-Mart grant, for instance, is to contact the manager of your local Wal-Mart.

Q: How can small nonprofits, especially ones located in rural areas, get the support of larger, urban based companies?

A: It can be tough, because there is not a natural tie-in. This is a case where you stress the benefits to the company and show how the project will increase the number of taxpayers and potential customers for the company. If you don’t know what company to send it to, one panelist advised (only half tongue-in-cheek) “look for the highest building, and send it to whoever owns it.”

Two final points: First, all our panelists agree your proposal must show how the project will benefit both the community and company.

Secondly, don't take corporate funding for granted. Business giving follows the stock market. If a company has a prosperous year, it will usually increase contributions to nonprofits. But an industry in a slump, such as defense, will pare back its contributions.

Another factor is merger. Amoco awarded more than \$20 million annually, but was acquired by BP, a British company with no history of supporting U.S. charities. The merger of Exxon and Mobil may also have a serious impact. Exxon tends to support a narrow field, basically engineering education and Mobil backs a wide array of arts programs.

Corporations also believe there is a lack of gratitude among some grantees, which means they usually don't get a second grant. If you get corporate support, give thanks to the executive leadership and notify the media. Corporations love favorable publicity. Also, keep the company advised about what you're doing with its shareholders' money without asking for more. You can always make the request at a later time.

Info: <http://www.pepcoholdings.com/services/outreach/>

GRANT TIP 11: If Turned Down by a Foundation, Ask Why

Private foundations do not have to answer requests for information and are not restricted by the Freedom of Information Act. But many foundations will answer polite requests for help in strengthening an unsuccessful grant application. At the very least, insiders say, all applicants should write a letter of thanks to a private foundation for sending them notice even of an unsuccessful application.

Such a letter can't hurt if there is a second chance to apply. Politeness does not assure anyone of a grant, but it can lead, perhaps, to increased consideration of technical questions or special needs in a future attempt at funding. If you don't succeed in winning a grant from a private foundation, try writing a letter along the following lines:

Dear [insert name],

While we are disappointed in not being recommended for a grant, we greatly appreciate your efforts in reviewing our proposal.

In the interest of improving it, would it be possible to obtain review comments, or at least some sort of written explanation of where the application was not at present fully persuasive?

Such comments will be helpful to us in our efforts to redraft the proposal and obtain funding in the future.

Sincerely,

Writing “Why not” letters is great training for combining the need for polite diplomacy and simple assertiveness in all fund raising. Better still, next time, it might lead to a grant.

Common Mistakes

As a proposal reviewer for a state arts agency, a former corporate marketer and broadcast journalist pays particular attention to how outcomes will be measured. She further notes some nonprofits fail to show other sources of support when they submit a proposal.

“They automatically assume the funder will give them every penny they’re asking for,” says Diane Gedeon-Martin, a grants consultant in the Detroit area. She claims an 80% success rate helping more than 100 groups from 12 states and the District of Columbia get grants from \$5,000-\$2 million.

“They wear so many hats,” she says of those who come to her, either directly or through the workshops she leads around the state. Her message is upbeat.

Gedeon-Martin says one client, a child welfare consortium, started with nothing four years ago and now has a budget of almost half a million dollars.

“No matter what your mission is, there is money out there,” she says. Just don’t come to her in a last-ditch effort to keep the doors to your agency open.

“You never do grants for that,” she says.

GRANT TIP 12: Know When to Shout, When to Whisper

If some funders had their way, they would keep things quiet. They would have unlisted phone numbers, no Website and no nonprofit groups singing their praises. Who needs more applications? Not all community foundations allow groups to contact their donors directly. Most advised funds at the Community Foundation of Greater Atlanta prefer anonymity, says Andrea Montag, senior donor relations officer.

On the other hand, some grantmakers feel they deserve all the credit you can give them for their largesse. So which way do you go?

That depends on your funder. If the money is from a corporation, for example, the company is probably looking for a marketing benefit—and not just a logo on a brochure. Diane Gedeon-Martin, a grants consultant in the Detroit area, says she always has a paragraph titled “Marketing” in her proposals, showing how her client will use the grant to recognize the funder. That approach was much appreciated when one of Gedeon-Martin’s clients applied for a grant from Ameritech, the local phone company.

In a speech to nonprofit officials in Washington, a Mitsubishi Electric America Foundation program officer offers advice for maintaining good relations with private funders.

Do not take the money and run. Stay in contact. Send copies of program materials, even after the grant period is over.

Do not use the back door. Foundations have established procedures for grant review and do not appreciate groups soliciting endorsements directly from board members.

GRANT TIP 13: Know the Implications of Future Foundation Activity

Tad Asbury, Vice President & Executive Director of the Marriott Foundation for People with Disabilities, says foundations are funding more comprehensive, long-term projects demonstrating extensive vision and leadership.

Foundation staff is becoming more involved in the grant process, even acting as co-workers with a grantee. Consortium building is the future of the grant process, he says.

Partnerships increase the scale and sustainability of a project, giving a foundation more for its investment. Asbury believes there will also be alliances among private foundations, but those alliances will demand a form of verifiable measurement of student or teacher benefit.

Info: <http://www.marriott.com/foundation/leadership.mi>

GRANT TIP 14: Backstage at the Foundation; Here's What Can Happen

If you've ever wondered exactly how funders make the decisions on the grant-seeking applications, there's a new book that offers a backstage pass to the process.

Thank You for Submitting Your Proposal: A Foundation Director Reveals What Happens Next is a fairly quick read that attempts to pull back the veil on how funding is granted. And no, it isn't by some form of dartboard or game of chance, says author Martin Teitel, executive director of the Cedar Tree Foundation. Teitel has 28 years of experience as both grant-maker and grant-seeker.

From writing letters of inquiry, to constructing full proposals, to surviving site visits, Teitel offers the perspective of someone who has read thousands of proposals and dispensed millions of dollars. In the *Grantseeker's Reality Check* section, he distills his years of experience into a compendium of do's and don'ts for proposal writers, board members and executive directors.

He's funny, too. He describes who initially grades incoming grant-seeking applications at his foundation. "A very bright and well qualified young man has this particular task in his job

description because—I promised to be honest with you—he has the least seniority in the organization,” Teitel writes.

Teitel is the first (and only) foundation director in America—in the 100-year history of modern foundations—to pull back the curtain of confidentiality to reveal how this select club of 70,000 decides where to spend its \$25 billion each year.

Teitel’s Checklist: Seven Reasonably Easy Things You Can Do To Improve Your Proposal:

1. **Go on a cliché and gobbledegook hunt.** Funders are as guilty as any group of lapsing into jargon and stylish language. Cut it out.
2. **Use short sentences, active voice and lots of white space.** Successful proposals follow many of the same rules as daily journalism—try to write a compelling story.
3. **Paint word pictures to draw your reader in.** Don’t lecture and wag your finger; think like a short-story writer.
4. **Write as much from your heart as your head.** Don’t sound like the dispassionate television announcer sitting in the stands at a tennis match. A proposal writer should be close enough to the work to infect the reader with honest enthusiasm.
5. **Have a good friend edit your prose.** All good writers get too close to their work and sometimes fail to see gaps in logic, redundancies or lapses in clarity.
6. **Talk with successful grantees of that foundation.** Asking colleagues for assistance has the added advantage of building the kinds of alliances and networks that help everyone to succeed.
7. **When in doubt, don’t.** Tear a page from a daily reporter’s credo. Whenever you have a question about including some sort of information (especially at deadline) leave it out. There is a rational but counterproductive tendency to pile on information. Don’t.

Before Teitel joined the Cedar Tree Foundation, he was president of the Council for Responsible Genetics and editor of *Genewatch*. For 18 years, he served as executive director & senior fellow of the CS Fund, a private foundation.

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GRANT TIP 15: When Tapping Foundations, Better Start Small, Local

Dear Grant Guru: “We are a small nonprofit and we are a bit intimidated by the thought of approaching large foundations for money. Is there a better route?”

Grant Guru: Of course. By some estimates there are about 70,000 foundations which each year spend \$25 billion on philanthropic efforts. You don’t have to go hat-in-hand to the big independent foundations, like Ford or Gates. So how do you find the smaller foundations who might want to hear from a needy nonprofit?

For advice, we turn to David H. Bangs, Jr., an expert at improving the management of small business and nonprofits and author of “*Nonprofits Made Easy*.”

“How do you get funded?” Bangs says. “The same way as you get funding from individuals. You have to know what you are seeking, do research on foundations that might be interested and establish a relationship.”

Five Sources of Funds:

1. Individuals
2. Government (State, local & federal)
3. Business (for-profit)
4. Foundations
5. Nonprofit Organizations

We will examine just a few of the sources in this column. Foundations, whether public or private, are usually very explicit in their interests. You can research them on the Web or go to the library, Bangs says.

Local charitable foundations serve local nonprofit needs. Community foundations are a good place to start, Bangs says.

Community Foundations

For example, the Montgomery County Community Foundation (MD) serves just a section of Maryland adjoining Washington DC. A place to locate your local community foundation is at www.communityfoundations.net.

Community foundations are very approachable and are a major source of funds for capacity building, which is jargon for helping small nonprofits acquire skills—such as planning, grant writing, negotiating, board training. If your nonprofit would benefit from

a strategic planning retreat, for example, your community foundation might be willing to pay for a facilitator to help with the process.

It's a good start. Even if they say no, they are likely to tell you why and explain how you can improve your chances with such a request in the future, Bangs says.

Plus, they will let you in on the grant cycles of when they distribute funding and their decision criteria, Bangs says.

Independent foundations

The big independent foundations are not likely to give money to small nonprofits in reality. Unless you have a really big idea that fits their stated criteria, don't bother. Even if you do, the chances are very slim, Bangs say, because of the large number of applicants who apply.

Corporations

However, corporations and other businesses have charitable wings, usually under the aegis of their community or public relations offices. Many have local or regional branches where you can seek funding, Bangs says.

Ask them what their donation criteria are. But wait. What they may be willing to provide even to a brand new nonprofit is used furniture and equipment, Bangs says.

"They are also a great source of board members," Bangs says. "Some companies even require junior officers to be active in local nonprofits as part of their training."

One final word: Beware of "mission creep." There is a danger when searching out for new funding that you twist your mission to fit the requirements of the funder. The logic goes that some money, any money, will be helpful and after all, it's press close to the mission.

"It is insidious," Bangs says. "While you *might* get some funds, in the long run it will cost your nonprofit credibility."

Info: David Bangs has been helping improve management of small businesses and nonprofits from more than 20 years. *Nonprofits Made Easy* is published by Entrepreneur Media, Inc. (Please note: copyright and all rights reserved. Reproduced with permission of Entrepreneur Media Inc.) For more information, 949/622-7131 or www.entrepreneurpress.com/cgi-bin/books/00253.html

GRANT TIP 16: Private Funding: Getting to the Right Place

Driven by a shrinking federal funding pie, grant-seekers increasingly are looking toward the \$25 billion cache of funding that private foundations and corporations deliver each year in philanthropy.

But, how do you get a slice of this charitable pie? A lot of it comes down to hard work, knowing where to look for funding and having a good track record to assure funders their money will hit the mark.

A good lesson is the recent \$102,000 grant the New York City Children's Aid Society (CAS) received from the New York Life Foundation, the giving arm of the insurance giant.

The grant will help young people, ages 14-24, in foster care make a successful transition to adulthood and self-sufficiency by participating in The Next Generation Center's intensive programming. The new "one-stop" Next Generation Center, located in the Bronx, will help these youth complete their education, gain employment, find housing, get basic and mental healthcare, and learn life skills.

"This grant will help provide youth who are 'aging out' of the foster-care system with information and skills that will aid their efforts to achieve self-sufficiency," says C. Warren Moses, CAS chief executive officer.

The CAS grant application stood out for a number of reasons, says Peter Bushyeager, president of the New York Life Foundation.

Probably the most significant element was that the foundation was looking for programs that would address the many problems that foster kids face, Bushyeager says.

The New York City Admin. for Children's Services notes every year 1,100 young people "age out" of the city-supported foster-care system. Without family or responsible adults to lean on, these youth are left to make the transition to adulthood alone and many are without the even most basic of skills.

The latest national research on aged-out foster kids shows:

- Two to four years after discharge, half of these young people have acquired neither a high school diploma or equivalency degree.
- Fewer than 10% enter college.
- Nearly one-third end up on public assistance within 15 months.
- More than a third will be arrested or convicted of a crime.
- One-fifth will be homeless for a week or more within a year of leaving foster care.

“Because there are so many children in foster care and their needs aren’t being met, we’ve been looking for a project that addresses this,” Bushyeager says. When CAS submitted the application, it didn’t hurt that it is considered one of the city’s blue-chip nonprofits with a solid record of achievement and a spotless history on oversight.

Further, CAS obviously had done its research and knew the plight of foster children was a priority for the foundation.

CAS submitted an application through the foundation’s competitive process (which is open to all grant-seekers) that was both methodical and focused on what it wanted to accomplish, Bushyeager says. This is very important, particularly at the initial stage when many applications are vying for attention.

Be systematic

“They were very systematic in establishing the parameters of a system,” they wanted to set up, Bushyeager says.

“We get lots of applications, more than we can fund every year,” he adds. “It’s very important for grant-seekers to understand foundation guidelines and important for them to be specific in their proposals.”

Applicants should be able not only to list the services they expect to provide, but also should show how they will improve the client population they hope to address, Bushyeager says.

Another essential issue is how corporations allocate their philanthropic funding, he says. “Most corporate funders provide project-specific support and don’t do general support. We get proposals for general support and they are not within our guidelines.”

His best advice is to be very select when you are seeking a grant from the approximately 70,000 funders out there. Getting the right application to the right funder is probably as important as making sure everything is spelled right on your application.

Info: www.childrensaidsociety.org or the foundation’s Web site at www.newyorklifefoundation.org

GRANT TIP 17: Young, Tighter Wallet vs. Older, Rich Contributors

Grant seekers take note: the newly rich 30-something millionaires may have tons of money, but they generally are less likely to support philanthropic efforts than are older contributors who give a far bigger share of their assets to charity.

The NewTithing Group, a San Francisco nonprofit organization, looked at Internal Revenue Service data and analyzed giving based not just on donors’ earnings but also on

their investment assets. People older than 65 with \$10-million or more in income donated 1.54% of their investment assets to charity, while people younger than 35 who had that much in income donated 0.4% of their investment assets, on average, the study says. People who earn \$10-million or more and had no dependents were more generous than peers who had dependents.

Younger people of more modest means tended to give a greater share of their assets to charity. For instance, young people with incomes of \$75,000 to \$99,999 donated 1.8% of their assets, compared with older philanthropists, who gave just 0.9% of their assets. About 130 million taxpayers gave a total of \$148.4 billion to charity in 2003, the period covered in the IRS data used for the report. In almost every income category, single women and single men were equally generous when their gifts were calculated as a share of assets. Though single women earned less than single men, their assets were higher.

Info: www.newtithing.org

GRANT TIP 18: Develop Grant-Writing Plan

Dear Grant Guru: “How important is it to develop a grant-writing plan. Isn’t that just a bunch of time wasted that could be better spent in actually writing grants?”

Grant Guru: Oh goodness no! Still a good question because a grant-writing plan is an often overlooked, but important document in your grant-seeking search. For advice on this, we turn to Waddy Thompson, author of the *Complete Idiot’s Guide to Grant Writing*. Thompson is director of external affairs for the New York Foundation for the Arts, where he oversees fund-raising activities from individuals, foundations, corporations and government sources, bringing in \$5 million a year.

First, let’s try to understand the nature of a grant-writing plan. It’s essentially a funding blueprint into which you insert your research and input from program staff. This you use as a chart through the grant-writing process, Thompson says.

“What could possibly be more boring than developing a grant-writing plan?” Thompson asks. “Plenty. How about writing a summary of the CPA association’s changes in accounting rules.”

But seriously, you would be surprised to find out how helpful it will be to assimilate all the information you’ve gathered into the plan, Thompson says. Your ideas about a proposal will coalesce and any omissions in research, program descriptions or budgets will become obvious.

Forming a plan also provides a mechanism for working with the program staff, Thompson says. “They will appreciate knowing what’s expected of them and when,” he

says. “A grant-writing plan will also involve working with finance and executive staff and possible board members. You are the glue that holds that together,” he says.

Articulating the Program

Before you can do anything else, you must know what you need to raise the money for, he says, and this means working with the program staff. Schedule time with the senior people involved in the program to discuss what they have in mind. Keep in mind that most program people—those who actually perform the services for which you are seeking funds—won’t probably understand what the heck your job is or how you work. It’s just a fact of nonprofit life, Thompson says. “Do your best to educate them, but be prepared for misunderstandings,” he says and “make sure the program staff understand that there is flexibility with any funding request.” At this meeting, come prepared with a list of questions that you will have to address in writing any proposal.

Here is a sample:

1. What is the program’s mission?
2. How does your organization’s history fit with the program’s mission?
3. Why is the program needed?
4. Who will the program serve?
5. How will the program be run and who exactly (by name) will be running it?
6. How will the program be evaluated and what goals must be met for it to be considered a success?

When seeking answers for these questions, don’t be content with hearing about what will happen over the next 12 months, Thompson says. Get the program staff to lay out for you a three-year plan. Even though they will not be able to give you very specific information, by forcing them to think beyond the one-year time frame, you will get a clearer picture of how the program will function.

Developing a Three-Year Funding Plan

Funders commonly ask you to address how you will pay for the program after their support ends. If you don’t know what will happen programmatically in the second and third years, you can’t know very much about cost or viability. Asking the program staff for a three-year budget may throw them for a loop, but you may be able to construct a rough budget with help from the finance staff. Just be sure that the program staff has a chance to review the proposal’s three-year plan before you use it with a funder, Thompson says. And, if the program is intended to grow in future years, this is a good place to note that too, he says.

Info: Dawn Werk, Alpha Books Dawn.Werk@pearsoned.com

GRANT TIP 19: First Choice Guidance Pertinent for All Grant Seekers

The First Choice Power Fund, the giving effort of an electric supplier, focuses funding on TX schools, but it offers funding tips that can be helpful for anyone writing grant applications.

The organization provides the following 9 tips, including additional insights, which can help improve all submissions.

Convince your reviewer that your idea will make a difference: Winning applications should have one common characteristic--the proposed idea becomes alive to the grant reviewers.

Receive feedback from someone not in your field: Most grant review teams aren't from your field, so avoid acronyms or terms that may not be understood by the general public.

Don't wait until the last minute: Start preparing applications early. This will give you time to get your questions answered and resolve any unexpected problems.

Use spelling- and grammar-check tools: Treat the application like a job resume, making sure to proofread and spell check.

Select a title that captures your idea and the grant reviewer's imagination: Examples from past First Choice applicants include:

- Fishes of the Ditches and Other Curious Creatures.
- SLOPS: School Lunch-waste Organic Project Stewards.
- When am I Ever Going to Use Science?
- Going to the Birds.
- Kids Dig Dinosaurs.
- H2O Ole6.

Write strong objective statements: Consider using SMART objectives:

- **S** (Specific).
- **M** (Measurable).
- **A** (Achievable).
- **R** (Relevant).
- **T** (Time-bound).

If not computer savvy, seek technical assistance: Many organizations are requiring online applications, so becoming familiar with the computer is crucial. When preparing online applications, create project description, objectives, evaluation and community awareness sections in a separate document. Cut and paste these sections into the application. Once the information is posted, check for format changes.

Confirm that your e-mail address is listed correctly: With online applications, information on the status of a grant is provided via e-mail, so make sure the correct address is listed.

Private Grants Directory for Seniors Services

- A -

Abell-Hanger Foundation

Abell-Hanger Foundation, P.O. Box 430, Midland, TX 79702-0430; Contact: David L. Smith, Executive Vice President and Executive Director; telephone: (432) 684-6655, Fax: (432) 684-4474, AHF@abell-hanger.org; website: www.abell-hanger.org.

This grantmaker supports cultural programs, health services, and social welfare agencies in the state of Texas with an emphasis within the Permian Basin.

Fields of interest include aging centers/services, business school/education, family services, government/public administration, human services, nursing care, and volunteerism promotion.

Application form is required. Interested applicants complete the Pre-Application Summary form which can be downloaded from the foundation's website. Trustees review Pre-Application forms every 4-6 weeks. Deadline dates for full grant applications are the 15th day of February, May, August, and November.

The Abington Foundation

The Abington Foundation, c/o Foundation Mgmt. Svcs., Inc., 1422 Euclid Avenue, Suite 627, Cleveland, OH 44115-1952; Contact: Cristin Slesh, Consultant; telephone: (216) 621-2901; fax: (216) 621-8198; abington@fmscleveland.com; website: www.fmscleveland.com/abington.

This grantmaker supports educational programs, geriatrics, health care, social services, and the arts and cultural programs in Cuyahoga County, Ohio.

Fields of interest include human service and healthcare targeted to senior citizens.

Application guidelines and procedures are available on foundation website. Mass mailings not accepted. Proposals should not exceed 2 pages and must be submitted by the following deadline dates: May 1st, September 1st, and December 1st. The Board of Directors meets in January, June, and October. Final award notification is announced two weeks after board meetings.

By way of example, in 2006, the foundation reported granting \$100,000 to Eliza Bryant Center, Cleveland, OH, for renovations to Skilled Care and Occupation/ Physical Therapy Units.

AGI Resources Private Foundation, Inc

AGL Resources Private Foundation, Inc., c/o Wachovia Bank, N.A., P.O. Box 4569, Location 1601, Atlanta, GA 30302-4569; Contact: Melanie Platt, President, telephone: (404) 584-3791; website: www.aglresources.com.

This foundation supports organizations involved with senior citizens and economically disadvantaged individuals.

Grant funding is limited to the states of Florida, Georgia, Maryland, New Jersey, Tennessee, Texas, and Virginia.

The grantmaker has identified community enrichment, energy assistance, and environmental stewardship as areas of interest. Fields of interest include air pollution and education.

Application form is required and available on foundation website. Application form and one copy of the proposal must be submitted the July 31st or October 15th deadline dates via mail.

AK Steel Foundation

AK Steel Foundation, 9227 Centre Pointe Drive, West Chester, OH 45069; Contact: Alan H. McCoy, Executive Director; telephone: (513) 425-5038, Website: www.aksteel.com.

This foundation supports community foundations and organizations involved with higher education, health, Down syndrome, youth development, and human services in Butler and Warren counties, Ohio.

Fields of interest include aging centers/services, federated giving programs, foundations, healthcare, and human services.

Application guidelines and procedures are available on foundation website. Or interested applicants may contact foundation by telephone.

By way of example, in 2006, \$200,000 was awarded to Middletown Area Senior Citizens, Middletown, OH; and \$1,000 was awarded to Hospice of Cincinnati, Cincinnati, OH.

Akron Community Foundation

Akron Community Foundation, 345 W. Cedar Street, Akron, OH 44307-2407; Contact: John T. Petures, Jr., CEO; telephone: (330) 376-8522, fax: (330) 376-0202, acfmail@akroncommunityfdn.org; website: www.akroncommunityfdn.org.

This foundation seeks to promote charitable, benevolent, educational, recreational, health, esthetic, cultural, and public welfare activities; to support a program of research leading to the improvement of the health, education, and general well-being of all citizens of the Akron, OH, area; to give toward the support of experimental and demonstration programs, through established or new agencies; to test the validity of

research findings in various fields of community planning directed toward the efficient and adequate coordination of public and private services organized to meet human needs.

The grantmaker has identified civic affairs, education, and human services as areas of interest. Fields of interest include aging centers/services, civil/human rights advocacy, consumer protection, fire prevention/control, family services, healthcare, health organizations/associations, Hurricane Katrina disaster relief, medical research institutes, and mental health/crisis services. Targeted populations include African Americans, senior citizens, economically disadvantaged individuals, and immigrants/refugees.

An application is required. Online Pre-Application form, guidelines, and procedures are available on foundation website. The foundation will only consider one grant per applicant within a 12-month period. The deadline date for submission of full proposals are as follows: Jan. 2 for Education grants, April 1 for Arts and Culture grants, July 1 for Civic Affairs grants, and Oct. 1 for Health and Human Services grants. Final award notification is announced 8 weeks after closing dates.

By way of example, in 2006, awarded \$40,000 to Akron Community Health Resources, Akron, OH, \$100,000 to Akron-Canton Regional Foodbank, Akron, OH, and \$19,910 to Community Drug Board, Akron, OH.

Altman Foundation

Altman Foundation, 521 Fifth Avenue, 35th Floor, New York, NY 10175-3599; Contact: Karen L. Rosa, Vice President and Executive Director; telephone: (212) 682-0970, fax: (212) 682-1648, website: www.altmanfoundation.org .

The foundation's mission is to support programs and institutions that enrich the quality of life in New York City, NY, with a particular focus on initiatives that help individuals, families and communities benefit from the services and opportunities that will enable them to achieve their full potential.

This grantmaker has identified education, health, strengthening communities, and education as areas of interest. Fields of interest include aging centers/services, family services, healthcare, health organizations/associations, housing/shelter development, human services, and mental health/crisis services targeted to aging and economically disadvantaged populations.

The revised application form, guidelines, and procedures are available on foundation website. The foundation does accept, although not a requirement, the NYRAG Common Application Form and Common Report Form. Proposals should not exceed 5 pages and may be submitted at any time.

By way of example, the foundation granted \$50,000 to ReServe Elder Service, Brooklyn, NY, to help bring skills and experience of retirees to non-profit organizations.

Amarillo Area Foundation, Inc.

Amarillo Area Foundation, Inc., 801 S. Fillmore, Suite 700, Amarillo, TX 79101-3537; Contact: Jim Allison, C.E.O.; for grants contact: Kathie Grant, Director of Grants; telephone: (806) 376-4521; fax: (806) 373-3656, haf@aaf-hf.org; Website: www.amarilloareafoundation.org .

This foundation seeks to improve the quality of life in the TX Panhandle through effective philanthropic efforts in the 26 northernmost counties of the Texas Panhandle region.

Fields of interest include aging centers/services, disaster preparedness/services, education, healthcare, and human services for aging and economically disadvantaged populations.

Application form and guidelines are available on foundation website. Interested applicants may contact foundation via telephone or letter. Deadline dates for grant proposals are Jan. 4 and July 5. Award notifications are announced in mid-March and mid-September.

Ameren Corporation Charitable Trust

Ameren Corporation Charitable Trust, (formerly Union Electric Company Charitable Trust), c/o Corporate Contributions, Ameren, P.O. Box 66149, M.C. 100, St. Louis, MO 63166-6149; Contact: Brian Leonard, Manager, Business and Community Affairs; telephone: (877) 426-3736, ext. 46441; fax: (314) 554-2888, bleonard@ameren.com; website: www.ameren.com.

This trust supports organizations involved with arts and culture, human services, and civic affairs. Special emphasis is directed toward organizations involved with education, the environment, youth, and senior citizens.

Fields of interest include education, environment, human services, and public affairs targeted to aging populations in areas of company operations in the states of Illinois and Missouri.

Interested applicants should submit proposals on organization letterhead. Missouri applications should be mailed to corporate address; Illinois applications should be mailed to application address located in Illinois; and all other proposals should be mailed the Ameren facility located in outlying areas. No deadlines for proposal submissions.

American Century Companies Foundation

American Century Companies Foundation, P.O. Box 418210, Kansas City, MO 64141-9210; Contact: Mary Jo Browne; telephone: (816) 531-5575, website: www.americancentury.com/about_us/community_investments.jsp.

This foundation supports organizations involved with arts and culture, education, health, medical research, financial education, human services, community development, civic affairs, youth, senior citizens, disabled people, and economically disadvantaged people in the states of Colorado, Kansas, Missouri, and New York.

Fields of interest include business/industry, community/economic development, education, healthcare, human services, financial counseling, and performing arts for aging, economically disadvantaged, and disabled populations.

An application form is not required. Interested applicants are encouraged to mail one proposal to foundation.

Andersen Corporate Foundation

Andersen Corporate Foundation, (formerly The Bayport Foundation of Andersen Corporation), White Pine Building, 342 5th Avenue North, Bayport, MN 55003-1201; Contact: Sandra K. Fleitman, Program Officer; telephone: (651) 275-4451; fax: (651) 439-9480; andersencorpdfn@srinc.biz; website: www.srinc.biz/bp/index.html .

This foundation supports programs designed to provide community, social, and support services to better people's lives and strengthen communities. Special emphasis is directed toward programs designed to promote education and enrichment, health and safety, human services, civic support, and low-income housing.

Grant funding is limited to areas of company operations in Des Moines and Dubuque, IA, East Metro, MN, North Brunswick, NJ, Luray and Page Counties, VA, Dunn County, Menomonie, and St. Croix Valley, WI, and to national and some international organizations.

This grantmaker has identified civic support, health and safety, and human services as areas of interest. Fields of interest include aging centers/services, community/economic development, environment/natural resources, hospitals, public health, mental health/crisis services, performing arts, safety/disasters, science and independent living for aging, disabled, and economically disadvantaged populations.

Application form, guidelines, and procedures are available on foundation website. Interested applicants located in St. Croix Valley, WI should submit application form and proposal to foundation address. Deadline dates for grant proposals are April 15, July 15, Oct. 15, and Dec. 15. Final notification of grant awards is announced 10 working days after closing dates.

Fred C. and Katherine B. Andersen Foundation

Fred C. and Katherine B. Andersen Foundation, formerly Andersen Foundation, P.O. Box 80, Bayport, MN 55003-0080; Contact: Mary Gillstrom, Director; telephone (651) 264-7355.

This foundation focuses on higher education institutions that do not accept state or federal funding, youth, elderly, and health programs.

Fields of interest include aging centers/services, education, healthcare, and hospitals. Types of support include capital campaigns; general/operating support; and program development.

Initial approach should be by letter and include one copy of the proposal. Proposal must be received in the foundation's office, and/or postmarked, on or before the following deadline dates: March 18, July 22, and Oct. 21.

By way of example, in 2005 the Foundation gave \$2 million to Presbyterian Homes & Services, Roseville, MN, and \$25,000 to PACER Center, Minneapolis, MN.

Carl C. Anderson, Sr. and Marie Jo Anderson Charitable Foundation

Carl C. Anderson, Sr. and Marie Jo Anderson Charitable Foundation, c/o Bank of America, N.A., P.O. Box 831041, Dallas, TX 75283-1041; Application address: c/o Grant Administrator, 1016 La Posada, Suite 142, Austin, TX 78752; telephone: (512) 458-2285; fax: (512) 452-9055.

The mission of the foundation is two-fold: 1) giving medical research grants to qualified institutions within the U.S., with a special emphasis on childhood diseases; 2) funding organizations that provide direct assistance for individuals with special needs, emphasizing organizations which serve children, youth, and elderly in the states of New Mexico, Oklahoma, and Texas.

Fields of interest include aging centers/services, cancer research, Christian agencies and churches, family services, health organizations/associations, hospitals, medical research, and human services.

Application form is required. Interested applicants may request an application form via letter, telephone or fax. Acknowledgment will be sent immediately upon receipt of application. Final notification of grant awards will be announced 4 to 6 months after receipt of application.

M. D. Anderson Foundation

M. D. Anderson Foundation, P. O. Box 2558, Houston, TX 77252-8037; Contact: Debbie Ottinger; telephone: (713) 216-4513.

This foundation provides grants for the improvement of working class conditions among workers and for the establishment, support and maintenance of hospitals, homes and institutions for the care of the young, sick, the aged and the helpless. Funds are also made available for the improvement of general living conditions and for the promotion of health, science, education and advancement of knowledge.

Fields of interest include aging centers/services, education, government/public administration, health organizations, human services, and research.

Application form is required. Interested applicants are encouraged to request an application by mailing a letter to the foundation. Deadline dates not applicable.

Ann Arbor Area Community Foundation

Ann Arbor Area Community Foundation, (doing business as Ypsilanti Area Community Fund); (formerly Ann Arbor Area Foundation), 301 North Main Street, Suite 300, Ann Arbor, MI 48104-1133; Contact: Cheryl W. Elliott, CEO; for grants contact: Phil D'Anieri, Program Director; telephone: (734) 663-0401, fax: (734) 663-3514, info@aaacf.org; Website: www.aaacf.org .

The mission of the foundation is to enrich the quality of life in the greater Ann Arbor, MI area through building a permanent endowment, providing a flexible vehicle for donors, and acting as a leader for the philanthropic community.

Grant funding is limited to Washtenaw County, MI.

Fields of interest include aging centers/service, arts, community/economic development, crime/violence prevention, Hurricane Katrina disaster relief, environment/natural resources, education, healthcare, health organizations/associations, human rights, family services, and performing arts targeted at aging and homeless populations.

Application form is required and available on foundation website. Interested applicants should pay close attention to guidelines and deadlines. Applicants must log on to www.communitygrants.org to create an online agency profile and complete the Short Community Grants Application. Deadline dates for grants are Feb. 11 and Oct. 1. Final grant award notifications are announced in May and December.

Anschutz Family Foundation

Anschutz Family Foundation, 555 17th Street, Suite 2400, Denver, CO 80202-3941; Contact: Sue Anschutz-Rodgers, Chairwoman and President; telephone: (303) 292-2338, fax: (303) 299-1235, info@anschutzfamilyfoundation.org ; website: www.anschutzfamilyfoundation.org .

This foundation supports Colorado nonprofit organizations that assist people to help themselves while nurturing and preserving their self-respect. The foundation encourages endeavors that strengthen families and communities and advance individuals to become productive and responsible citizens. There is a special interest in self-sufficiency, community development, and programs aimed at the economically disadvantaged, the young, the elderly, and the disabled. The foundation is dedicated to funding efforts in rural Colorado.

Fields of interest include community/economic development, crime/violence prevention, family services, food services, human services, housing/shelter, mental health/crisis services, nutrition, and philanthropy/voluntarism.

An application form is required. Interested applicants should complete the Colorado Common Grant Application available at www.coloradononprofits.org . Application guidelines and procedures are available on foundation website. Deadline dates for grants are Jan.15 and Aug.1. Final award notifications are announced in late April and November.

Apex Oil Company Charitable Foundation

Apex Oil Company Charitable Foundation, 8235 Forsyth Boulevard, Suite 207, Clayton, MO 63105-1621; Contact: Jared Novelly, President; telephone: (314) 854-8305.

This foundation primarily supports organizations involved with education, health, religion, and senior citizens in St. Louis, MO.

Fields of interest include aging centers/services, education, healthcare, religion, and Catholic agencies and churches.

Application is not required. Interested applicants should submit one proposal via mail to the foundation. Deadline dates not applicable.

Archstone Foundation

Archstone Foundation, 401 East Ocean Boulevard Suite 1000, Long Beach, CA 90802-4933; Contact: E. Thomas Brewer, Director of Programs; telephone: (562) 590-8655, archstone@archstone.org; Website: www.archstone.org.

The Archstone Foundation's resources are allocated to programs that address elder abuse prevention, fall prevention among the elderly, end-of-life issues, and emerging needs within the field of gerontology.

The Foundation primarily funds geriatric projects in California. Types of support covered by funding include conferences/seminars; curriculum development; program development; program evaluation; publication; and technical assistance.

An initial letter of inquiry is required to determine suitability. Once a match is determined, a full proposal will be requested. Qualifying applicants are requested to submit one copy of the proposal on a CD-Rom in MS Word. See foundation website for letter of inquiry grant application coversheet, application guidelines, procedures, and forms. Even though there are no deadline dates, the foundation makes funding determinations on a quarterly basis, coinciding with Board meetings. All proposals submitted before the 15th of a given month will be reviewed during the following month.

By way of example, in 2006 this Foundation awarded \$180,000 to the National Council on the Aging, Washington, DC; \$36,000 to Adult Day Services Orange County, Huntington Beach, CA; and \$22,000 to American Society on Aging, San Francisco, CA.

Arizona Community Foundation

Arizona Community Foundation, 2201 East Camelback Road, Suite 202, Phoenix, AZ 85016-3431; Contact: Paul Velaski, Chief Financial Officer; Kerrie Bainum, Deputy Finance Officer; telephone: (602) 381-1400; fax: (602) 381-1575, pvelaski@azfoundation.org; website: www.azfoundation.org.

The foundation provides support for both individual community and broader statewide needs in a wide range of areas including arts and culture, public education, the environment, youth development, community building, and health and human services in the state of Arizona.

Fields of interest include AIDs research, community/economic development, Hurricane Katrina disaster relief, education, environment/natural resources, housing/shelter development, human services, legal services, mental health/crisis services, science, substance abuse services and visual arts/architecture. Targeted populations include senior citizens, people with disabilities, and economically disadvantaged individuals.

An application form is required. Interested applicants are encouraged to visit foundation's website for application form and guidelines. The application form may be completed online. Deadline dates vary.

Arlington Community Foundation

Arlington Community Foundation, 2525 Wilson Boulevard, Arlington, VA 22201-3815; Contact: Wanda L. Pierce, Executive Director; telephone: (703) 243-4785, fax: (703) 243-4796, website: www.arlcf.org .

The foundation provides support for the arts, education, hospitals, human services, community development, and public administration in the Arlington, VA area.

Fields of interest include aging centers/services, community/economic development, Hurricane Katrina disaster relief, education, environment, food services, government/public administration, safety/disasters, housing/shelter, minority/immigrant centers/services, humanities, and human services targeted at senior citizens, economically disadvantaged individuals, and Native Americans/American Indians.

An application form is required. Interested applicants are encouraged to visit the foundation's website for application form and guidelines. Deadline dates not applicable.

Aspen Community Foundation

Aspen Community Foundation, (formerly Aspen Valley Community Foundation), 110 East Hallam Street, Suite 126, Aspen, CO 81611-1460; Contact: Tamara Tormohlen, Executive Director; for grants contact: Sharyn Goodson, Program Director; telephone: (970) 925-9300; fax: (970) 920-2892, info@aspencommunityfoundation.org ; website: www.aspencommunityfoundation.org .

The foundation builds philanthropy and supports nonprofit organizations by connecting donors with community needs, building permanent charitable funds, and bringing people together to solve community problems.

This grantmaker has identified education, health and human services, strengthening community, and workforce housing as areas of interest for senior citizens and economically disadvantaged individuals.

Grant funding is limited to Colorado from Aspen to Parachute.

Application guidelines are available on foundation website. Interested applicants should submit letters of intent.

Lily Auchincloss Foundation, Inc.

Lily Auchincloss Foundation, Inc., 16 East 79th Street, Suite 31, New York, NY 10021-0150; Contact: Alexandra A. Herzan, President; telephone: (212) 737-9533, info@lilyauch.org; Website: www.lilyauch.org .

This grantmaker supports visual contemporary arts, preservation, and community programs that serve to enrich the lives of the people of the New York City area. No support provided for hospitals, nursing homes, substance abuse programs, mental health programs or private schools.

Fields of interest include aging centers/services, historical preservation/societies, and human services.

Grant funding is limited to New York, NY and its surrounding boroughs.

Applications are only accepted online. Submissions received by registered mail for other delivery services will not be accepted or considered. A complete list of grants awarded is available on foundation website. Deadline dates for grant submissions are March 15, Aug. 15 and Dec.15. Final notifications of awards are announced in March, June, and November.

The Auen Foundation

The Auen Foundation Catharine Reed, (formerly The Auen-Bergen Foundation), P.O. Box 13390, Palm Desert, CA 92255-3390; fax: (760) 341-3518; E-mail: cnr@auenfdn.org; website: www.auenfoundation.com.

The foundation primarily supports innovative programs that enrich the quality of life for the elderly and aging particularly in areas of intergenerational involvement, healthy aging, quality end-of-life, and caregiving issues.

Fields of interest include AIDS research, aging centers/services, education, healthcare, health organizations/associations, human services, and residential/custodial care, hospices.

Grant funding limited to the state of California, with an emphasis on Palm Desert and Palm Springs.

Formal proposals are by invitation only. Interested applicants are invited to visit foundation website for more information.

By way of example, the foundation awarded \$50,000 to Desert AIDS Project, Palm Springs, CA, for senior programs, \$17, 500 to Alzheimer's Association, Palm Desert, CA. for Care Consultation Program, and \$15,000 to Cove Communities Senior Association, Palm Desert, CA, for Meals on Wheels.

The Ayrshire Foundation

The Ayrshire Foundation, 301 East Colorado Boulevard, Suite 802, Pasadena, CA 91101-1917; Contact: Margaret G. Boyer, President; telephone: (626) 683-8367, fax: (626) 795-7689; E-mail: info@AyrshireFoundation.org; website: www.ayrshirefoundation.org.

This grantmaker supports healthcare, including a hospital and cancer center. Some giving is available for education, the arts, youth, and social services.

Grant funding limited to the state of California.

Fields of interest include community/economic development, and senior citizen services.

An application form is required. Interested applicants should visit foundation website for application form and guidelines. Deadline dates for applications are March 15 and Sept.15.

- B -**The Baltimore Community Foundation**

The Baltimore Community Foundation, 2 East Read Street, 9th Floor, Baltimore, MD 21202-6903; Contact: Thomas E. Wilcox, Chief Executive Officer; For grants contact: Aisha Samples, Program Assistant; telephone: (410) 332-4171; fax: (410) 837-4701; E-mail: grants@bcf.org; website: www.bcf.org.

This foundation's mission is to inspire donors to achieve their charitable goals from generation to generation and to improve the quality of life in the Baltimore region through grantmaking, enlightened civic leadership, and strategic investments. BCF's strategic grantmaking focuses on the areas of human services, youth, education, transportation, neighborhoods, diversity, environment, arts and culture, and promoting Baltimore, MD.

Targeted populations include senior citizens, youth, and the economically disadvantaged.

Types of support include consulting services, endowments, income development, management development/capacity building, matching/challenge support, program development, scholarship funds, scholarships to individuals, seed money, and technical assistance.

An application form is required; however, a letter of inquiry, not exceeding two pages, should be sent initially. Interested applicants are invited to visit foundation website for application guidelines pertaining to specific grant areas. Program Officer will request full proposal upon review of submitted letter of inquiry. Deadline dates are not applicable.

The Bank of America Charitable Foundation, Inc.

The Bank of America Charitable Foundation, Inc., 101 South Tryon Street, NC1-002-33-77, Charlotte, NC 28255-0001; telephone: (800) 218-9946; website: www.bankofamerica.com/foundation/index.cfm.

The foundation supports organizations involved with arts and culture, education, health, employment, housing, human services, community and economic development, and leadership development. Special emphasis is directed toward programs designed to address critical issues in local communities.

Grant funding is awarded on a national basis in company-operated locations.

Fields of interest include senior citizen centers/services, arts councils, community/economic development, education, federated giving programs, healthcare, hospitals, housing/shelter development, human services, hospices, and residential/custodial care.

An application is required. Interested applicants should complete online application on foundation website. Support is limited to one contribution per organization during any given year. Check website for applicable deadline dates.

Albert & Elaine Borchard Foundation, Inc.

Albert & Elaine Borchard Foundation, Inc., 22055 Clarendon Street, Suite 210, Woodland Hills, CA 91367-6355, Contact: Edward D. Spurgeon, Executive Director; E-mail: info@borchardcenter.org; website: www.borchardcenter.org.

This foundation gives primarily in the states of California and Utah for education and human services. Some funding is awarded on a national basis.

Fields of interest include Hurricane Katrina disaster relief and performing arts. Giving primarily in CA; some funding nationally, particularly in UT

Interested applicants should submit three copies of a proposal to the foundation. Deadline dates are not applicable.

By way of example, the foundation awarded \$10,000 to National Senior Citizens Law Center, Washington, DC and \$10,000 to Senior Gleaners, Sacramento, CA.

The Batchelor Foundation, Inc.

The Batchelor Foundation, Inc., 1680 Michigan Avenue, Miami, FL 33139-2538; Contact: Anne O. Batchelor, Co-Chief Executive Officer; Telephone: (305) 534-5004.

This grantmaker supports community foundations and organizations involved with arts and culture, education, the environment, animals and wildlife, health, human services, children's rights, and economically disadvantaged people. Special emphasis is directed toward programs designed to engage in medical research and provide care for childhood diseases and promote study, preservation, and public awareness of the natural environment.

Grant funding is awarded primarily in Miami, FL.

Fields of interest include senior citizen centers/services, education, environment and natural resources, botanical gardens, environmental research, medical research, healthcare, health organizations/associations, human services, hospitals, and homeless services.

An application form is not required; however a letter of inquiry should be sent to the foundation. Deadline dates are not applicable.

Baton Rouge Area Foundation

Baton Rouge Area Foundation, 402 North 4th Street, Baton Rouge, LA 70802-5506; Contact: John G. Davies, Chief Executive Officer; telephone: (225) 387-6126; fax: (225) 387-6153, E-mail: jdavies@braf.org; website: www.braf.org.

This foundation funds programs in the areas of the arts and humanities, community development, education, the environment, human services, health and medical issues, and religion. Preference is given to those projects which promise to affect a broad segment of the population or which tend to help a segment of the citizenry who are not being adequately served by the community's resources.

Grant funding is limited to the Baton Rouge, LA area, including East Baton Rouge, West Baton Rouge, Livingston, Ascension, Iberville, Pointe Coupee, East Feliciana, and West Feliciana parishes.

This grantmaker has identified arts and humanities, community development, education, environment, human services, and medical health as areas of interest.

Fields of interest include senior citizen centers/services, Hurricane Katrina disaster relief, healthcare, health organizations/associations, nursing education and medical education.

An application form is required. Interested applicants are encouraged to visit foundation website for grant application information, specific grant types and forms. Deadline dates vary.

By way of example, the foundation awarded \$1,142,431 to Whitney Employees Disaster Assistance Fund, Baton Rouge, LA.

Herbert Bearman Foundation

Herbert Bearman Foundation, 101 West Mount Royal Avenue, Baltimore, MD 21201-5708; Contact: Mark Bearman, Chief Operating Officer; telephone: (410) 369-9227; E-mail: mbearman@comcast.net.

This grantmaker provides funding to organizations in south Florida and Baltimore, MD.

Fields of interest include breast cancer, healthcare, education, cystic fibrosis, human services, Jewish temples and agencies, Jewish federated giving programs, bereavement counseling, and mental health services.

Targeted populations include senior citizens, and people with disabilities.

An application form is required. The Association of Baltimore Area Grantmakers Common Grant Application Format is accepted. Interested applicants should initially send a letter of inquiry to the foundation by June 15 or Dec.15.

Beazley Foundation, Inc.

Beazley Foundation, Inc., 3720 Brighton Street, Portsmouth, VA 23707-1788; Contact: Hon. Richard S. Bray, Pres. and Chief Executive Officer; Donna M. Russell, Associate Director; telephone: (757) 393-1605, fax: (757) 393-4708, E-mail: donna@beazleyfoundation.org; website: www.beazleyfoundation.org.

This foundation supports charity, education, and religion causes. Support is also available for higher, secondary and medical education, youth agencies, community development, senior citizen services, and other general charities, including health organizations and hospitals, the homeless, religion, and recreation

Grant funding is limited to the state of Virginia, with a large emphasis on the South Hampton Roads area.

Fields of interest include senior citizen centers/services, healthcare, health organizations/associations, hospitals, human services, recreation, and religion.

Giving primarily in the South Hampton Roads area, VA

An application form is required. Application form and guidelines are available on the foundation website.

By way of example, this foundation awarded \$200,000 to Portsmouth Community Health Center, Portsmouth, VA.

Blue Cross and Blue Shield of North Carolina Foundation

Blue Cross and Blue Shield of North Carolina Foundation, c/o Grant Review Committee, P.O. Box 2291, 5901 Chapel Hill Boulevard, Durham, NC 27702; telephone: (919) 765-7347; fax: (919) 765-2288, E-mail: info@bcbsncfoundation.org; website: www.bcbsnc.com/foundation.

The foundation supports parks and playgrounds and organizations involved with health, nutrition, disaster preparedness, athletics, family services, and vulnerable populations. Special emphasis is directed toward programs designed to attain long-term measurable results and sustain community impact.

Grant funding is limited to the state of North Carolina.

Fields of interest include athletic programs, nutrition, medical care, community health systems, healthcare patient services, public health, communicable diseases, and physical fitness.

Targeted populations include senior citizens, people with disabilities, and the economically disadvantaged.

An application form is required. Interested applicants should submit one original and two stapled copies of the proposal as well as one copy of the required attachments. Support is limited to one contribution per organization during any given year. Deadline dated for Health of Vulnerable Populations grants are Feb.15 and Sept.15. Deadline dates for Healthy Active Communities grants are March 15 and Oct.15.

By way of example, the foundation awarded \$108,005 to Bolton Health and Wellness Center, Bolton, NC, 40,000 to Healthy Carolinians of Stokes, Danbury, NC. to make active living accessible to residents of all ages through building safe, well-lit sidewalks in key connection areas, and \$40,000 to Jackson County Department of Public Health, Sylva, NC.

Blue Mountain Community Foundation

Blue Mountain Community Foundation, (formerly Blue Mountain Area Foundation), 8 South 2nd, Suite 618, P.O. Box 603, Walla Walla, WA 99362-0015; Contact: Lawson F. Knight, Executive Director; telephone: (509) 529-4371, fax: (509) 529-5284; E-mail: bmcf@bluemountainfoundation.org, website: www.bluemountainfoundation.org.

This foundation promotes effective philanthropy by fostering private charitable giving, providing management of funds, and financially supporting students and charitable organizations to improve the quality of life in the community.

Grant funding is limited to Umatilla County, OR, and Benton, Columbia, Franklin, Garfield, and Walla Walla counties, WA.

Fields of interest include senior citizen centers/services, education, family services, healthcare, historic preservation societies, homelessness, human services, performing arts, residential/custodial care, and hospices.

An application is required. Interested applicants are invited to visit foundation website for application form and guidelines. Grant application deadline is July 1.

Blue Ribbon Foundation of Blue Cross of Northeastern Pennsylvania

The Blue Ribbon Foundation of Blue Cross of Northeastern Pennsylvania, (formerly Hospital Service Association of Northeastern Pennsylvania Foundation), 19 North Main Street, Wilkes-Barre, PA 18711-0300; Contact: Jennifer R. Pugh, Grants Specialist; telephone: (570) 200-6305; fax: (570) 200-6699; E-mail: Jennifer.Pugh@bcnepa.com; website: www.bcnepa.com/ceBRFoundation.aspx.

The grantmaker supports organizations involved with literacy, health, mental health, cancer, cardiovascular disease, diabetes, human services, children, senior citizens, disabled people, and women. Special emphasis is directed toward programs designed to prevent rather than treat disease and break the cycle of sickness that impairs lives and makes healthcare expensive, and programs designed to address critical health issues through creative, community-based, programmatic initiatives; foster collaboration and partnership among community organizations; improve practices impacting the quality and efficacy of health outcomes; and address the root causes of specific diseases and conditions to help moderate escalating healthcare costs.

Grant funding is limited to Bradford, Carbon, Clinton, Lackawanna, Luzerne, Lycoming, Monroe, Pike, Sullivan, Susquehanna, Tioga, Wayne, and Wyoming counties, PA.

Fields of interest include cancer, education, dental care, diabetes, end-of-life care, family services, healthcare, equal rights, health organizations and public education, heart and circulatory diseases, human services, financial counseling, medical school/education Medicine/medical care and public education, mental health/crisis services, hot-lines, depression, pharmacy/prescriptions, public health, and physical fitness.

Targeted populations include senior citizens, crime abuse victims, children, and people with disabilities.

An application form is required. Interested applicants are invited to download application form from foundation website. Completed application form and one proposal should be mailed to the foundation for Impact Grants and Mini-Grants; download letter of intent form and mail it to the foundation for Access to Healthcare for the Uninsured and Underinsured Initiative. Deadline dates for Impact Grants and Mini-Grants are Feb. 1, May 1, Aug. 1, and Nov.1. Deadline for the Uninsured and Underinsured Initiative is April 1.

BNSF Foundation

BNSF Foundation, (formerly Burlington Northern Santa Fe Foundation), 2650 Lou Menk Drive, 2nd Floor, Fort Worth, TX 76131; Contact: Deanna Dugas, Manager, Corporate Contributions; Telephone: (817) 867-6458, Fax: (817) 352-7924; E-mail: deana.dugas@bnsf.com; website: www.bnsf.org.

This grantmaker supports organizations involved with arts and culture, higher education, financial aid, health, legal services, employment, hunger, youth development, human services, economic freedom, civic affairs, senior citizens, physically and mentally disabled people, minorities, economically disadvantaged people, and homeless people and awards college scholarships to high school seniors and Native Americans.

Grant funding is limited to company operation locations.

Fields of interest include family services, federated giving programs, food services, education, healthcare, human services, legal services, performing arts, research, and public affairs.

An application form is required. Interested applicants should send a letter of inquiry for an application form. Deadline dates are not applicable.

The Booth-Bricker Fund

The Booth-Bricker Fund, 826 Union Street, Suite 300, New Orleans, LA 70112-1411; Contact: Gray S. Parker, Chairman; telephone: (504) 581-2430.

This fund makes grants available in New Orleans, LA for the purpose of promoting, developing, and fostering religious, charitable, scientific, literary, and educational programs.

Fields of interest include senior citizen centers/services, cancer research, biomedicine, Catholic agencies and churches, crime and law enforcement, hospitals, historic preservation societies, healthcare, food services, environment, family services, health organizations/associations, human services, and crisis services.

An application is not required. Interested applicants should send a letter and one proposal to the fund.

Boston Foundation, Inc.

Boston Foundation, Inc., 75 Arlington Street, 10th Floor, Boston, MA 02116-3936; Contact: Corey L. Davis, Grants Manager; Telephone: (617) 338-1700, Fax: (617) 338-1604; E-mail: info@tbf.org; website: www.tbf.org.

This grantmaker seeks to nurture a sense of community among the people of Greater Boston and reinforce shared values, encourage mutual respect, develop practices of common concern, and enable all people to realize their full potential.

Fields of interest include senior citizen centers/services, AIDS, civil/human rights, community/economic development, education, family services, healthcare, health organizations/associations, housing/shelter development, nutrition, research, and voluntarism promotion.

The foundation will invite submission of full proposals based on its review of the Pre-Application Form, but will not consider uninvited proposals. Visit foundation website for Pre-Application Form and guidelines. Pre-Application Form may be completed online or mailed to the foundation in hard-copy form. Faxed or e-mailed applications will not be considered. Deadline dates for Pre-Application Form are Jan. 5 and July 1. Full proposals are due by March 15 and Sept. 15.

Bothin Foundation

Bothin Foundation, 1660 Bush Street, Suite 300, San Francisco, CA 94109-5308; Contact: Eric Sloan, Sr. Program Officer; telephone: (415) 561-6540, ext. 205; fax: (415) 561-6477; E-mail: esloan@pfs-llc.net; website: www.pfs-llc.net/bothin/index.html.

This foundation supports organizations providing direct services to low-income, at-risk children, youth and families, the elderly, and disabled. To a limited extent, grants may also be made to environmental agencies and arts organizations that serve youth predominately. The foundation prefers to make grants for capital, building, and equipment needs.

Grant funding is limited to the state of California, with an emphasis on San Francisco, Marin, Sonoma and San Mateo counties.

Fields of interest include senior citizen centers/services, family services, homeless services, and human services.

An application is required. Interested applicants are invited to visit foundation website for application guidelines, procedures, and forms. Do not send audio-visual materials, binders, or pamphlets, unless requested to do so. The Board prefers that three full years elapse between grants. Check foundation website for applicable deadline dates.

Otto Bremer Foundation

Otto Bremer Foundation, 445 Minnesota Street, Suite 2250, St. Paul, MN 55101-2107; telephone: (651) 227-8036; fax: (651) 312-3665; E-mail: obf@ottobremer.org; website: www.ottobremer.org.

The mission of this grantmaker is to assist people in achieving full economic, civic and social participation in and for the betterment of their communities.

Grant funding is limited to organizations whose beneficiaries reside in the states of Minnesota, North Dakota, and Wisconsin.

Fields of interest include advocacy, civil engagement, collaborations/partnerships, organizational effectiveness programs, senior citizen civil and human rights, crime and violence prevention, healthcare, health organizations/associations, human services, legal services, mental health/crisis services, nutrition, hospices, and residential/custodial care.

An application form is not required; however, the Minnesota Common Grant Application is accepted by the foundation. Interested applicants should request application information from foundation via letter or telephone. Deadline dates are not applicable.

Eva L. and Joseph M. Bruening Foundation

Eva L. and Joseph M. Bruening Foundation, 1422 Euclid Avenue, Suite 627, Cleveland, OH 44115-1952; Contact: Cristin N. Slesh, Consultant; telephone: (216) 621-2632, fax: (216) 621-8198; website: www.fmscleveland.com/bruening.

This foundation's current focus areas are education and social services with an emphasis on educating youth, and care for the elderly, disabled, and disadvantaged.

Grant funding is limited to Cuyahoga, OH.

Fields of interest include senior citizen centers/services, Catholic agencies and churches, crime/violence prevention, education, and human services.

An application form is not required. Interested applicants should send two proposals to the foundation. Deadline dates are March 1, July 1, and Oct. 1.

Edyth Bush Charitable Foundation, Inc.

Edyth Bush Charitable Foundation, Inc., 199 E. Welbourne Avenue, P.O. Box 1967, Winter Park, FL 32790-1967; Contact: David A. Odahowski, Chief Executive Officer; telephone: (407) 647-4322, fax: (407) 647-7716; E-mail: dhessler@edythbush.org; website: www.edythbush.org.

This foundation supports charitable, educational, and health service organizations, with emphasis on human services, the elderly, youth services, the handicapped, and nationally recognized quality arts or cultural programs. Grantmaker provides limited number of program-related investment loans for construction, land purchase, emergency or similar purposes to organizations otherwise qualified to receive grants. Active programs directly managed and/or financed for management/volunteer development of nonprofits.

Grant funding is limited to Orange, Seminole, Lake, and Osceola counties, FL. Fields of interest include senior citizen centers/services, crime/violence prevention, education, healthcare, human services, nonprofit management, and philanthropy/voluntarism promotion.

An application form is not required; however, application guidelines and Policy Statement are available on foundation website or via mail by request via telephone. Deadline dates are not applicable.

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The Morris and Gwendolyn Cafritz Foundation

The Morris and Gwendolyn Cafritz Foundation, 1825 K Street, N.W., Suite 1400, Washington, DC 20006-1202; telephone: (202) 223-3100, fax: (202) 296-7567, info@cafritzfoundation.org; Website: www.cafritzfoundation.org.

This foundation is committed to building a stronger community for residents of the Washington, D.C. area through support of programs in arts and humanities, community services, education, and health.

Grant funding is limited to the Washington, DC, area and the immediate surrounding counties in MD and VA, specifically Prince George's and Montgomery counties, MD, and Arlington and Fairfax counties, and the city of Alexandria, VA. Fields of interest include senior citizen centers/services, arts, senior civil rights, community/economic development; crime/law enforcement; environment and natural resources, family services, healthcare, health organizations/associations, homelessness, human services, housing/shelter development, medical care rehabilitation, mental health/crisis services, performing arts, hospices, and residential/custodial care.

This grantmaker requires that all applicants use the Washington Grantmakers' Common Grant Application. Proposals may not be submitted via fax or e-mail. Deadline dates are March 1, July 1, and Nov. 1.

By way of example, the foundation awarded \$25,000 to Emmaus Services for the Aging, Washington, DC. for general support.

California Community Foundation

California Community Foundation, 445 South Figueroa Street, Suite 3400, Los Angeles, CA 90071-1638; Contact: Vera de Vera, Director, Grants; Alvertha Penny, Vice President, Programs; telephone: (213) 413-4130, fax: (213) 383-2046, info@ccf-la.org; website: www.calfund.org.

The mission of this foundation is to strengthen Los Angeles communities through effective philanthropy and civic engagement. The foundation makes multi-year grants (usually two years) in four main areas: arts and human development, education, health and neighborhood revitalization.

Fields of interest include senior citizen centers/services, civil rights, education, healthcare, housing/shelter development, and human services.

An application form is required. Interested applicants should submit a letter of intent by April 1, Aug. 1, or Dec. 1. Applicants are invited to visit website for application form and guidelines. Written notification that either invites or discourages the submission of a full grant application based on letter of intent will be sent to applicants. Full grant applications are due Feb. 1, June 1, and Oct. 1.

California HealthCare Foundation

California HealthCare Foundation, 1438 Webster Street, Suite 400, Oakland, CA 94612-3206; Contact: Lisa Kang, Director, Grants Administration; telephone: (510) 238-1040, fax: (510) 238-1388, grants@chcf.org; website: www.chcf.org.

This foundation's mission is to expand access to affordable, quality healthcare for underserved individuals and communities, and to promote fundamental improvements in the health status of the people of California. The foundation commissions research and analysis, publishes and disseminates information, convenes stakeholders, and funds the development of programs and models aimed at improving the healthcare delivery and financing systems.

Grant funding is limited to the state of California.

Fields of interest include healthcare, HMOs, healthcare insurance, health organizations and public education, and health organizations and public policy.

An application form is required only for RFPs. Projects must have potential to inform or impact healthcare access and health policy issues in California. Interested applicants are encouraged to visit foundation website for latest information, including available publications. Deadline dates are not applicable.

The California Wellness Foundation

The California Wellness Foundation, 6320 Canoga Avenue, Suite 1700, Woodland Hills, CA 91367-7111; Contact: Joan C. Hurley, Director, Grants Management; telephone: (818) 702-1900; fax: (818) 702-1999, tcwf@tcwf.org; website: www.tcwf.org.

This foundation's mission is to improve the health of the people of California by making grants for health promotion, wellness education and disease prevention. The

foundation pursues the following goals through grantmaking: 1) to address the particular health needs of traditionally underserved populations, including low-income individuals, people of color, youth and residents of rural areas; 2) to support and strengthen nonprofit organizations that seek to improve the health of underserved populations; 3) to recognize and encourage leaders who are working to increase health and wellness within their communities; and 4) to inform the development of public policies that promote wellness and enhance access to preventive healthcare.

Grant funding is limited to the state of California. National organizations providing services in California are also considered.

Fields of interest include healthy aging, mental health, environment, diversity in the health professions, violence prevention, and work and health.

An application form is not required. Interested applicants should submit a 1- to 2-page letter of intent. Deadline dates vary.

Campbell Foundation

George H. Campbell, Lillian S. Campbell & Mary S. Campbell Foundation, 2 PNC Plaza, 20th Floor, 620 Liberty Avenue, Pittsburgh, PA 15222-2722, Contact: Cynthia Humors; Wheezy Owen, Telephone: (412) 762-3502, Fax: (412) 762-4160, bruce.bickel@pnc.com.

Located in Pittsburgh, PA, this foundation makes grant funds available to provide care and support for the elderly in western Pennsylvania. Funding projects specific to aging, the Campbell Foundation awards grant funding to Christian agencies and churches alike.

An application form is required. Initially, a request letter for an application form should be sent to the foundation. Application guidelines will then be distributed. Remember to follow the application instructions and send only one copy of your proposal.

Amon G. Carter Foundation

Amon G. Carter Foundation, 201 Main Street, Suite 1945, Fort Worth, TX 76102-3114; Contact: John H. Robinson, Exec. V.P., Grant Administrator, Telephone: (817) 332-2783, Fax: (817) 332-2787, jrobinson@agcf.org; Website: www.agcf.org.

This foundation makes grants available for arts, education, healthcare and medical services, social service and youth agencies, programs for youth and the elderly, and civic and community endeavors that enhance the quality of life. The foundation sponsors and largely supports the Amon Carter Museum.

Grant funding is largely restricted to Fort Worth and Tarrant County, TX.

Fields of interest include senior citizen centers/services, education, government/public administration, healthcare, hospitals, human services, and performing arts.

An application form is not required. Interested applicants should send a letter of intent to the foundation. Currently, the foundation does not accept grant applications via email. Deadline dates are not applicable.

Central Carolina Community Foundation

Central Carolina Community Foundation, 2711 Middleburg Drive, Suite 213, Columbia, SC 29204; Contact: Dr. Susie H. VanHuss, Chief Executive Officer; For grant application contact: Joan Fail Hoffman, Director, Grantmaking and Programs; Telephone: (803) 254-5601; Fax: (803) 799-6663, info@yourfoundation.org; Website: www.yourfoundation.org.

This foundation supports the arts, education, health services, the disadvantaged, and youth; support also for community development, literacy programs, delinquency and child welfare, family services, and recreation.

Grant funding is limited to Calhoun, Clarendon, Fairfield, Kershaw, Lee, Lexington, Newberry, Orangeburg, Richland, Saluda, and Sumter counties, SC.

Fields of interest include aging centers/services, AIDS, crime/violence prevention, education, community/economic development, environment, family services, healthcare, health organizations/associations, government/public administration, recreation, nutrition, and performing arts.

Targeted populations include senior citizens, the economically disadvantaged, and the homeless.

An application form is required. Full grant proposals are by invitation only. Interested applicants should submit a letter of intent to the foundation. Faxed or emailed applications will not be considered. For application form and guidelines, visit foundation website. Deadlines for letters of intent are Feb. 15 and Aug. 15. Deadlines for full proposals are April 15 and Oct. 15. Final notification of letter of intent determination is 30 days within receipt.

Central Indiana Community Foundation, Inc.

Central Indiana Community Foundation, Inc., 615 North Alabama Street, Suite 119, Indianapolis, IN 46204-1498, Contact: Brian Payne, Chief Executive Officer; telephone: (317) 634-2423; fax: (317) 684-0943, program@cicf.org; website: www.cicf.org.

This foundation is committed to improving and strengthening the metropolitan region community, with grantmaking focused on helping where the needs are greatest and the benefits to the region are most extensive.

Grant funding is limited to the central region of Indiana.

Fields of interest include community amenities, basic needs, neighborhood development, aging centers/services, arts, cultural/ethnic awareness, community/economic development, education, family services, government/public administration, healthcare, human services, health organizations/associations, emergency aid, mental health/crisis services, housing/shelter, and philanthropy/voluntarism.

An application form is required. Interested applicants must first submit an application to the foundation before potentially being asked to submit a full grant proposal. Application form and guidelines are available on foundation website. Deadline dates for application form not applicable.

Ben B. Cheney Foundation

The Ben B. Cheney Foundation, 3110 Ruston Way, Suite A, Tacoma, WA 98402-5307, Contact: Bradbury F. Cheney, Executive Director; telephone: (253) 572-2442, info@benbcheneyfoundation.org; website: www.benbcheneyfoundation.org.

The Foundation prefers to fund projects that develop new and innovative approaches to community problems, facilitate the improvement of services or programs, and invest in equipment or facilities that make long-lasting impacts on community needs. Ranking 5th among the eight categories funded are programs serving the social, health, recreational, and other needs of older Americans. Other significant activities funded include programs related to providing healthcare and programs serving Americans with physical or mental disabilities or other special needs.

Unfortunately, giving has regional limitations. Portions of Tacoma-Pierce County, and southwest WA; Jackson and Josephine counties, OR; and Del Norte, Humboldt, Lassen, Shasta, Siskiyou, Trinity, and the northern portion of Plumas counties, CA are eligible to receive grant funding.

Grant funding support capital campaigns, program development, emergency funds, building/renovations, general operating support, and seed money.

Application form is required. The initial approach should include one proposal letter (2- 3 pages). Deadline and final notification information are provided with the application. Responses to proposal letters are sent within 2-3 weeks from receipt; however, it may take 6-9 months from the receipt of a proposal letter to consideration of a grant application by the board. The board meets April, June, September, and December.

Just so you know, proposal letters received via e-mail will NOT be reviewed. So, make sure to mail it.

The Chicago Community Trust

The Chicago Community Trust, 111 East Wacker Drive, Suite 1400, Chicago, IL 60601-4501; Contact: Ms. Sandy Phelps, Grants Manager; telephone: (312) 616-8000; fax: (312) 616-7955, info@cct.org; website: www.cct.org.

Established for such charitable purposes as will best make for the mental, moral, intellectual and physical improvement, assistance and relief of the inhabitants of the Cook County, IL. Grants for both general operating support and specific programs and projects in the areas of health, basic human needs, education, arts and humanities, and community development; awards fellowships to individuals in leadership positions in local community service organizations.

Grant funding is limited to Cook County and the adjacent 5 counties of northeastern, IL.

Fields of interest include aging centers/services, community/economic development, economic development, education, healthcare, historic preservation societies, housing/shelter development, government/public administration, human services, minority/immigrant centers/services, and performing arts.

An application form is required. Interested applicants are encouraged to complete the online letter of inquiry on foundation website. Grant proposals are by invitation only.

Faxed or emailed applications are not accepted. Deadline dates for letters of inquiry are March 17, July 14, and Nov. 10.

The Chisholm Foundation

The Chisholm Foundation, 310 North Magnolia Street, Suite 201, Laurel, MS 39440-3932; telephone: (601) 426-3378, fax: (601) 649-2264, info@chisholmfoundation.org; Website: www.chisholmfoundation.org.

This grantmaker supports higher and regular education. Funding is also available for the arts, health, and human services.

Grant funding is limited to the states of Mississippi and Washington as well as the city of New York, NY.

Fields of interest include Alzheimer's disease research, arts, education, health organizations/associations, human services, performing arts, and medical research.

Interested applicants are invited to visit foundation website for application information, guidelines, and deadline dates.

By way of example, the foundation awarded \$23,500 to Burden Center for the Aging, New York, NY.

The Greater Cincinnati Foundation

The Greater Cincinnati Foundation, 200 West 4th Street, Cincinnati, OH 45202-2602; Contact: Ellen M. Gilligan, Vice President, Community Investment; For grants contact: Kay Pennington, Community Investment Coordinator; telephone: (513) 241-2880; fax: (513) 852-6886, info@greatercincinnati.org; website: www.greatercincinnati.org.

This foundation supports a broad range of both new and existing activities in general categories of arts and culture, community progress, environmental needs, education, health, and social and human services, including youth agencies. The foundation actively seeks to promote access, equity and diversity, and to end discrimination based on race, ethnicity, gender, disability and age.

Grant funding is limited to southeastern Indiana, northern Kentucky, and the greater Cincinnati, Ohio area.

Fields of interest include arts, community/economic development, Hurricane Katrina disaster relief, education, environment, healthcare, housing/shelter, homeownership, human services, and voluntarism.

Targeted populations include senior citizens, African Americans, the economically disadvantaged, and the homeless.

An application form is required. Grant proposals are by invitation only. Interested applicants are invited to submit a Common Grant Application form to the foundation. For application form and guidelines, visit foundation website. Deadline dates for application forms are Jan. 2, April 1, July 1, and Oct. 1.

The Cincinnati Foundation for the Aged

The Cincinnati Foundation for the Aged, 2100 4th and Vine Tower, 5 West 4th Street, Cincinnati, OH 45202-3604; Contact: Heather Jansen, Telephone: (513) 381-6859.

The sole purpose of the foundation is to assist indigent persons in the greater Cincinnati, Ohio area, to gain admission to nonprofit nursing homes.

Grant funding is limited to the greater Cincinnati, Ohio area; however, some funding is also awarded to the state of Kentucky.

An application form is required. Grant disbursements are limited to the foundation's single mission described in above. Funding requests for studies or other activities outside of specified foundation interests will not be considered. Deadline dates are not applicable.

By way of example, in 2006 the foundation awarded \$388,200 to Jewish Home of Cincinnati, Mason, OH, \$113,333 to Bayley Place, Cincinnati, OH, \$82,625 to Saint Margaret Hall, Cincinnati, OH, \$66,680 to Madonna Manor, Villa Hills, KY, and \$45,200 to Carmel Manor, Fort Thomas, KY.

The Cleveland Foundation

The Cleveland Foundation, 1422 Euclid Avenue, Suite 1300, Cleveland, OH 44115-2001; Contact: Ronald B. Richard, Chief Executive Officer; telephone: (216) 861-3810; fax: (216) 861-1729, grantsmgmt@clevefdn.org; website: www.clevelandfoundation.org.

The Cleveland Foundation is the nation's first community foundation and model for community foundations nationwide and around the world. Its purpose is to enhance the quality of life for all the citizens of greater Cleveland by building community endowment, addressing needs through grantmaking, and providing leadership on key community issues. The foundation awards grants in seven program areas: arts and culture, civic affairs, economic development, education, the environment, health, and social services. Special cross-functional grantmaking initiatives include neighborhoods and housing, strengthening mid-size arts organizations, public school improvement, early childhood, successful aging, and economic transformation.

Grant funding is limited to the greater Cleveland, Ohio area, with a primary emphasis on Cleveland, Cuyahoga, Lake, and Geauga counties.

Fields of interest include senior citizen centers/services, family services, Hurricane Katrina disaster relief, economics, civic affairs, education, environment, healthcare, health organizations/associations, government/public administration, medical research, performing arts, housing/shelter development, economic development and urban/community development.

An application form is required. Interested applicants must complete the online Grant Inquiry form on foundation website. Application form and guidelines are available on foundation website. Full grant proposals will be invited depending on Grant Inquiry form. Deadline dates are not applicable.

The Colorado Trust

The Colorado Trust, 1600 Sherman Street, Denver, CO 80203-1604; Contact: Carol Breslau, Vice President, Initiatives, Telephone: (303) 837-1200, Fax: (303) 839-9034, questions@coloradotrust.org; Website: www.coloradotrust.org.

The mission of the Colorado Trust is to advance the health and well-being of the people of Colorado. The trust seeks to fulfill its mission by supporting family services, healthcare, health organizations/associations, and mental health/crisis services targeted at senior citizens and youth.

An application form is not required. The Colorado Trust publishes Request for Proposals throughout the year. The application requirements and guidelines are detailed in that document. Applications are only accepted following the release of Requests for Proposals. Deadline dates are governed by Requests for Proposals process.

The Community Foundation for the National Capital Region

The Community Foundation for the National Capital Region, (formerly The Foundation for the National Capital Region), 1201 15th Street, N.W., Suite 420, Washington, DC 20005-2842; Contact: Terri Lee Freeman, President. For grant applications contact: Alicia Reid, Grants Manager, Telephone: (202) 955-5890, Fax: (202) 955-8084, tfreeman@cfncr.org; Website: www.cfncr.org.

This foundation exists to foster a culture of giving in the diverse and dynamic community comprising Washington, DC, and nearby states of Maryland and Virginia. Through its programs and discretionary grants, the foundation works to build philanthropic capital dedicated to improving the region's quality of life, to strengthen the region's nonprofit organizations and improve their financial stability, and to fund projects and experiments offering new solutions to community needs.

Grant funding is limited to the Washington, DC, Prince George's and Montgomery counties, Maryland, and northern Virginia.

Fields of interest include civil/human rights, advocacy, community/economic development, education, environment, healthcare, health organizations/associations, housing/shelter, human services, and nonprofit management.

An application form is required. Interested applicants are invited to visit foundation website for application forms, guidelines, and deadlines.

The Community Foundation in Jacksonville

The Community Foundation in Jacksonville, (also known as The Community Foundation), 121 West Forsyth Street, Suite 900, Jacksonville, FL 32202-3854. For grants Contact: Cheryl Riddick, Vice President, Grantmaking Services; telephone: (904) 356-4483; fax: (904) 356-7910, jzell@jaxcf.org.

This foundation's mission is to stimulate philanthropy to build a better community. The foundation seeks to fulfill its mission by supporting senior citizen centers/services and performing arts.

Grant funding is limited to northeastern Florida, including Baker, Clay, Duval, Nassau, and St. Johns counties.

An application form is required. Grant proposals are by invitation only. Interested applicants are encouraged to visit foundation website for preliminary application form and guidelines. The foundation will provide a full grant application and related information to applicants based on preliminary application submission. Deadline for preliminary application is March 3. Full grant applications are due June 2.

Community Foundation of Boone County, Inc.

Community Foundation of Boone County, Inc., 60 East Cedar Street, P.O. Box 92 Zionsville, IN 46077-1501; Contact: Gary Heck, Interim Exec. Director; For grants contact: Barbara J. Schroeder, Program Director; telephone: (317) 873-0210; fax: (317) 873-0219, info@communityfoundationbc.org

This foundation was established in order to serve as the central philanthropic vehicle to address the needs of the Boone County, Indiana community.

Fields of interest include education, environment, healthcare, human services and public affairs.

Targeted populations of interest include senior citizens, the economically disadvantaged, and the disabled.

An application form is not required. Interested applicants are encouraged to visit foundation website for application format and guidelines. Deadline dates are not applicable.

Community Foundation of Central Florida, Inc.

Community Foundation of Central Florida, Inc., 1411 Edgewater Drive, Suite 203, Orlando, FL 32804-6361; Contact: Mark Brewer, Chief Executive Officer; For grants contact: Zoila Marcia, Grants Manager, Telephone: (407) 872-3050, Fax: (407) 425-2990, info@cfcentralflorida.org; Website: www.cfcentralflorida.org.

The mission of this foundation is "Building Community by Building Philanthropy." The foundation works to fulfill this mission by carefully investing and managing donor's funds, informing and connecting donors with projects and issues they feel passionate about, and providing resources for local nonprofits.

Grant funding is limited to central Florida, with emphasis on Orange, Osceola, and Seminole counties.

Fields of interest include community/economic development, healthcare, and human services targeted at senior citizens

An application form is required. Interested applicants are invited to complete the online eligibility quiz on foundation website. Application guidelines and deadlines are also located on foundation website.

The Community Foundation of Greater Birmingham

The Community Foundation of Greater Birmingham, (formerly The Greater Birmingham Foundation), 2100 First Avenue North, Suite 700, Birmingham, AL 35203-4223; Contact: Kate Nielsen, President; For grants contact: James McCrary, Senior Program Officer, Telephone: (205) 327-3800, Fax: (205) 328-6576, info@foundationbirmingham.org; Website: www.foundationbirmingham.org.

This foundation seeks to make life better in the greater Birmingham, Alabama area, by connecting caring people and key resources with community needs, today and tomorrow. Primary areas of interest include arts and culture, education, the environment, health, human services and strengthening families, and supportive communities.

Grant funding is limited to Blount, Jefferson, Shelby, St. Clair, and Walker counties, Alabama.

Fields of interest include healthcare, aging centers/services, community/economic development, education, environment, toxics, family services, parenting education, health care insurance, human services, emergency services, neighborhood centers, nonprofit management, and public affairs.

An application form is required. Interested applicants are invited to visit foundation website for proposal summary form and application guidelines. First-time applicants are required to attend an Overview Session before submitting a proposal. Deadline dates are March 15 and Sept. 15.

The Community Foundation of Harrisonburg and Rockingham County

The Community Foundation of Harrisonburg and Rockingham County, (formerly Harrisonburg Rockingham Community Foundation), P.O. Box 1068, Harrisonburg, VA 22803-1068; Contact: Michael Fiore, Executive Director, Telephone: (540) 432-3863, Fax: (540) 438-9589, mike@the-community-foundation.org; Website: www.the-community-foundation.org.

This foundation seeks to enrich the quality of life in the Harrisonburg and Rockingham County, VA, community by developing and managing permanent endowments to respond to changing community needs.

Grant funding is limited to Harrisonburg, Rockingham County and central Shenandoah Valley, Virginia.

Fields of interest include community/economic development, education, environment, healthcare, historic preservation societies, human services, and religion. Targeted populations include senior citizens, and children.

An application form is not required. Interested applicants are invited to either contact the foundation via telephone or visit foundation website for application guidelines, eligibility, and deadline dates.

Community Foundation of Middle Tennessee, Inc.

Community Foundation of Middle Tennessee, Inc., (formerly Nashville Community Foundation, Inc.), 3833 Cleghorn Avenue, No. 400, Nashville, TN 37215-

2519; Contact: Ellen E. Lehman, President, Telephone: (615) 321-4939, Fax: (615) 327-2746, mail@cfmt.org; Website: www.cfmt.org.

This foundation is dedicated to enriching the quality of life in middle Tennessee. It serves as a leader, catalyst and resource for philanthropy, and strives to build a permanent endowment for the community for now and all time.

Grant funding is limited to serving the 40 counties comprising the middle Tennessee area.

Fields of interest include aging centers/services, community/economic development, neighborhood development, education, environment, healthcare, health organizations/associations, historic preservation societies, housing/shelter development, and human services.

An application form is required. The foundation accepts proposals only for grants from Unrestricted and Field-of-Interest funds. Interested applicants are invited to visit foundation website for application forms and guidelines. Faxed or emailed applications will not be considered. The deadline for grant proposals is Aug. 1.

Community Foundation of North Central Washington

Community Foundation of North Central Washington, (formerly Greater Wenatchee Community Foundation), P.O. Box 3332, Wenatchee, WA 98807-3332; Contact: Beth A. Stipe, Executive Director; For grants contact: Lila Edlund, Program and Office Manager, Telephone: (509) 663-7716, Fax: (509) 267-7717, foundation@cfncw.org; Website: www.cfncw.org.

This foundation makes a difference by serving as a bridge between donors and the broader community. Primary areas of interest include the arts, education, the environment, and the disadvantaged, with emphasis on child welfare and the elderly.

Grant funding is limited to north central Washington, including Chelan, Douglas, and Okanogan counties.

Fields of interest include AIDS, senior citizen centers/services, alcoholism, community/economic development, neighborhood development, education, environment, natural resources, healthcare, family services, food services, historic preservation societies, housing/shelter development, human services, performing arts, mental health/crisis services, recreation, hospices, safety/disasters, and residential/custodial care.

An application form is not required. Interested applicants are invited to visit foundation website for application information and guidelines. Deadline dates for Community grants are Jan. 15 and June 15.

Community Foundation of North Texas

Community Foundation of North Texas, (formerly The Community Foundation of Metropolitan Tarrant County), Fort Worth Club Building, 306 West 7th Street, Suite 306, Fort Worth, TX 76102-4906; Contact: Homer M. Dowd, President, Telephone: (817) 877-0702, Fax: (817) 877-1215, hdowd@cfntx.org; Website: www.cfntx.org.

This foundation provides stewardship for many individual charitable funds. With its specialized services, the foundation gives donor efficient charitable fund administration. Support for community development, social services, education, youth,

health, and arts and cultural programs; emphasis on one-time grants to new and innovative programs.

Grant funding is limited to northern Texas.

Fields of interest include community/economic development, education, healthcare, health organizations/associations, and human services.

Targeted populations include senior citizens, the disabled, the economically disadvantaged, and the homeless.

Interested applicants are encouraged to visit foundation website for grant application guidelines. Deadline date for grant applications is Aug. 15.

The Community Foundation of Southeastern Connecticut

The Community Foundation of Southeastern Connecticut, (formerly The Pequot Community Foundation, Inc.), 147 State Street, P.O. Box 769, New London, CT 06320-6302; Contact: Alice F. Fitzpatrick, Pres.; Edward J. Wozniak, Chief Financial Officer, Telephone: (860) 442-3572, Fax: (860) 442-0584, ewozniak@cfsect.org; Website: www.cfsect.org.

This foundation permanently strengthens shared community through the promotion of local philanthropy and the responsible stewardship of endowed funds.

Grant funding is limited to southeastern Connecticut, including East Lyme, Groton, Lebyard, Lyme, Montville, New London, North Stonington, Old Lyme, Salem, Stonington, and Waterford, Connecticut.

Fields of interest include senior citizen centers/services, community/economic development, education, environment, natural resources, family services, healthcare, human services, mental health/crisis services, and voluntarism promotion.

An application form is required. In lieu of the foundation's application form, the Connecticut Common Grant Application form may be submitted. Interested applicants are invited to visit foundation website for application guidelines, grant types, and appropriate deadline dates.

Community Foundation of Tampa Bay, Inc.

Community Foundation of Tampa Bay, Inc., (formerly The Community Foundation of Greater Tampa, Inc.), 550 North Reo Street, Suite 301, Tampa, FL 33609-1037; Contact: David J. Fischer, Chief Executive Officer; For grants contact: Paula Fraher, Director, Grants, Telephone: (813) 282-1975, Fax: (813) 282-3119, aberg@cftampabay.org; Website: www.cftampabay.org.

The mission of this foundation and its Board is to encourage the residents and nonprofits of the Tampa Bay area to take advantage of the foundation's flexibility in developing and implementing their charitable giving through programs that will make the Tampa Bay area a better place for all its citizens.

Grant funding is limited to Hillsborough, Pasco, and Pinellas counties, Florida.

Fields of interest include senior citizen centers/services, arts, community/economic development, neighborhood development, education, environment, family services, government/public administration, healthcare, historic preservation

societies, housing/shelter development, human services, medical research, and performing arts.

Targeted populations include senior citizens and the homeless.

An application form is required. Interested applicants are invited to either contact the foundation via telephone or letter or visit foundation website for application form and guidelines. Deadline dates are March 1 and Sept. 1.

Community Foundation of Western Massachusetts

Community Foundation of Western Massachusetts, 1500 Main Street, Suite 2300, P.O. Box 15769; Springfield, MA 01115-1000; Contact: Kent W. Faerber, Chief Executive Officer, Telephone: (413) 732-2858, Fax: (413) 733-8565, wmass@communityfoundation.org; Website: www.communityfoundation.org.

This foundation seeks to enrich the quality of life of the people of Hampden, Hampshire, and Franklin counties in western Massachusetts by: 1) encouraging philanthropy; 2) developing a permanent, flexible endowment and assessing and responding to emerging and changing needs; 3) serving as a resource, catalyst, and coordinator for charitable activities; and 4) promoting efficiency in the management of charitable funds.

Grant funding is limited to western Massachusetts.

Fields of interest include AIDS, senior citizen centers/services, cancer, civil/human rights, community/economic development, crime/law enforcement, education, environment, natural resources, health care, health organizations/associations, heart & circulatory diseases, historic preservation societies, hospitals, housing/shelter development, human services, medical care, rehabilitation, minorities/immigrants, centers/services, performing arts, public affairs, recreation, research, safety/disasters, and voluntarism promotion.

Targeted populations include senior citizens, persons with disabilities, and the economically disadvantaged.

An application form is required. The foundation offers a Small Group Grant Orientation for applicants new to grantseeking or new to the Community Foundation of Western Massachusetts. Space is limited and reservations are required. Interested applicants are invited to contact the foundation via telephone or visit foundation website for application cover page and guidelines. Faxed or emailed applications will not be considered. Deadline dates are Jan. 11 and Aug. 25.

Community Health Foundation of Western & Central New York, Inc.

Community Health Foundation of Western & Central New York, Inc., 726 Exchange Street, Suite 518, Buffalo, NY 14210-1485; Contact: Ann F. Monroe, President, Telephone: (716) 852-3030, Fax: (716) 852-3131, info@chfwny.org; Website: www.chfwny.org.

The Community Health Foundation of Western and Central New York is dedicated to improving the health and healthcare of the people and communities of western and central New York. Frail elders and children in communities of poverty are the current priority focus areas.

Grant funding is limited to select counties in western and central New York state, with some exceptions.

Fields of interest include poverty, healthcare, foundations, community health systems, and medical care.

Targeted populations include senior citizens, children, and the economically disadvantaged.

An application form is not required. This foundation publishes Requests for Proposals. Application guidelines, eligibility, and deadline dates are available in Requests for Proposals. Interested applicants are encouraged to visit foundation website for current Requests for Proposals.

By way of example, the foundation awarded \$58,000 to National Hospice and Palliative Care Organization, Alexandria, VA.

Community Memorial Foundation

Community Memorial Foundation, 15 Spinning Wheel Road, Suite 326, Hinsdale, IL 60521-2986; Contact: James Durkan, Chief Executive Officer and President, Telephone: (630) 654-4729, Fax: (630) 654-3402, info@cmfdn.org; Website: www.cmfdn.org.

This foundation is dedicated to improving the health and wellbeing of people who live and work in the western suburbs of Chicago, IL.

Grant funding is limited to the 27 communities in western Cook and southeastern DuPage counties in the state of Illinois.

Fields of interest include community/economic development, family services, and healthcare targeted at senior citizens and youth.

An application form is required. Interested applicants are invited to contact foundation via telephone, letter, and/or email or visit foundation website for grant guidelines. The General Grant Application Packet is available on foundation website. Deadline dates are March 31 and Sept. 30. If either date falls on a weekend, proposals must be received by 5 p.m. on the following Monday.

By way of example, the foundation awarded \$250,000 to Suburban Primary Health Care Council, Westchester, IL. for primary healthcare services to low-income, uninsured residents in western Cook County.

Commonwealth Fund

The Commonwealth Fund, One East 75th Street, New York, NY 10021-2692; Contact: Andrea C. Landes, Director, Grants Management, Telephone: (212) 606-3800; Fax: (212) 606-3500; cmwf@cmwf.org; www.commonwealthfund.org.

The mission of this independent foundation is to promote a high performing healthcare system that achieves better access, improved quality, and greater efficiency, particularly for society's most vulnerable, including low-income individuals, the uninsured, minority Americans, young children, and elderly adults. The fund carries out this mandate by supporting independent research on healthcare issues and awarding grant funding on a national basis to improve healthcare practice and policy.

Types of support include employee matching gifts, fellowships, program development, program evaluation, and research.

An application form is not required. This fund strongly prefers grant applicants submit letters of inquiry using the online application form, however, letters submitted via regular mail or fax will be accepted. The fund acknowledges letters on receipt; applicants are typically advised of results of initial staff review within two months.

Con Alma Health Foundation, Inc.

The Con Alma Health Foundation, Inc, 144 Park Avenue, Santa Fe, NM 87501-1833; www.conalma.org; Telephone: (505) 438-0776; Fax: (505) 438-6223; staff@conalma.org.

This grantmaker works to be aware of and respond to the health rights and needs of culturally and demographically diverse peoples and communities of New Mexico. The foundation seeks to address the health needs of underserved populations, to support and strengthen nonprofits that seek to improve the health of the underserved, to encourage leaders in the field, and to inform the development of public policies that promote wellness and access to preventive healthcare. However, giving is limited to the state of New Mexico solely.

Support covered ranges from conferences/seminars, program development and evaluation to seed money.

An application form is required and available on foundation website along with the guidelines and requirements.

Connelly Foundation

Connelly Foundation, 1 Tower Bridge, Suite 1450, West Conshohocken, PA 19428; Contact: E. Ann Wilcox, Assoc. Vice President, Administrator, Telephone: (610) 834-3222, Fax: (610) 834-0866, info@connellyfdn.org; Website: www.connellyfdn.org.

This foundation seeks to foster learning and to improve the quality of life in the Greater Philadelphia area. The foundation supports local non-profit organizations in the fields of education, health and human services, arts and culture, and civic enterprise.

Grant funding is limited to Philadelphia and surrounding counties of Bucks, Chester, Delaware and Montgomery, Pennsylvania and Camden, New Jersey.

Fields of interest include senior citizen centers/services, alcoholism, Catholic agencies and churches, community/economic development, education, government/public administration, healthcare, homelessness, human services, Protestant agencies and churches, and welfare policy/reform.

Targeted populations include adults, senior citizens, blind and visually impaired, children and youth, deaf and hearing impaired, the disabled, the economically disadvantaged, the homeless, immigrants and refugees, minorities, and Hispanics/Latinos.

An application form is required. Interested applicants may use Delaware Valley Grantmakers Application Form but need to also include all items listed on the foundation's application guidelines. Applicants may be contacted during the proposal

review process to request a telephone conference, site visit, or presentation. Visits to the foundation office or approaches to staff during the proposal review process are strongly discouraged. Organizations that have received a grant from the Connelly Foundation are required to submit a final report before being considered for a new grant. Final reports need to be submitted under separate cover. Deadline dates are not applicable.

Crystal Trust

Crystal Trust, P.O. Box 39, Montchanin, DE 19710-0039; Contact: Stephen C. Doberstein, Director, Telephone: (302) 651-0533.

The Crystal Trust supports social and family services, including youth and child welfare agencies, family planning, and programs for the elderly, the disadvantaged, and the homeless. Support is also available for the arts and cultural programs, health and hospitals, conservation programs, and historical preservation.

Grant funding is limited to the state of Delaware, with an emphasis on Wilmington.

Fields of interest include senior citizen centers/services, education, environment, natural resources, family services, food services, healthcare, health organizations/associations, homelessness, human services, hospitals, housing/shelter development, performing arts and music, hospices, and residential/custodial care.

An application form is not required. Interested applicants should submit one proposal to the trust. Deadline date is September 30th. Final notification is announced Dec. 15.

By way of example, the trust awarded \$25,000 to New Castle Senior Center, New Castle, DE, for expansion.

Helen K. and James S. Copley Foundation

Helen K. and James S. Copley Foundation, (formerly James S. Copley Foundation), 7776 Ivanhoe Avenue, P.O. Box 1530, La Jolla, CA 92038-1530 Telephone: (858) 454-0411.

This foundation supports museums, hospitals and hospices, and organizations involved with arts and culture, education, health, and community development.

Grant funding is limited to San Diego, San Pedro, and Torrance, California, Galesburg, Lincoln, Peoria, and Springfield, Illinois, and Canton, Dover, Massillon, and New Philadelphia, Ohio.

Fields of interest include senior citizen centers/services, community/economic development, education, federated giving programs, healthcare, health organizations/associations, homelessness, human services, hospitals, performing arts, recreation, hospices, and residential/custodial care.

An application form is not required. Interested applicants should submit one proposal to the foundation by the Jan. 2 deadline date.

Cumberland Community Foundation, Inc.

Cumberland Community Foundation, Inc., 308 Green Street, P.O. Box 2345 Fayetteville, NC 28301-1703; Contact: Mary M. Holmes, Executive Director, Telephone: (910) 483-4449, Fax: (910) 483-2905, mary@cumberlandcf.org; Website: www.cumberlandcf.org.

This foundation exists to foster creative change, to encourage and test new ideas, and to work for the common good of all citizens of Cumberland County and the surrounding area by: 1) promoting local philanthropy and its rewards; 2) building and maintaining a permanent endowment for the benefit of the community; 3) providing a flexible vehicle for prospective donors with varied charitable interests and abilities to give; and 4) developing solutions to changing community needs through effective grantmaking.

Grant funding is limited to Cumberland County, North Carolina.

Fields of interest include senior citizen centers/services, AIDS, civil/human rights, community/economic development, crime/violence prevention, economic development, education, environment, natural resources, family services, healthcare, homelessness, human services, housing/shelter development, medical care and rehabilitation, mental health/crisis services, military/veterans' organizations, rural development, nutrition, performing arts, hospices, residential/custodial care, and voluntarism promotion.

Targeted populations include senior citizens, Native Americans/American Indians, the homeless, the economically disadvantaged, persons with disabilities, the blind and visually impaired, and minorities.

An application form is required. Interested applicants should initially submit a letter of intent to the foundation. After the foundation reviews letters of intent, organizations that are most likely to be funded are invited to submit a detailed grant application. First time applicants are required to attend a Grant Overview Session, held the fourth Friday of every month; call to register. Deadline date for letters of intent is Aug. 1.

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Dade Community Foundation, Inc.

Dade Community Foundation, Inc., (formerly Dade Foundation), 200 South Biscayne Boulevard, Suite 505, Miami, FL 33131; Contact: Ruth Shack, President; For grants contact: Charisse L. Grant, Vice President, Programs; For grants applications: Gianne Ewing-Chow, Sr. Program Officer, Telephone: (305) 371-2711, Fax: (305) 371-5342, ruth.shack@dadecommunityfoundation.org; Website: www.dadecommunityfoundation.org.

This foundation seeks to encourage philanthropy and charitable giving by developing a permanent endowment to meet current and future emerging charitable needs. Grants are made in broad program areas including education, health, human services, arts and culture, the environment, and community and economic development. In addition, field of interest and special funding initiatives have enabled significant grantmaking addressing the issues of abused and neglected children, immigrants and

refugees, AIDS, homelessness, social justice, African-American affairs, care of animals, and heart disease.

Grant funding is limited to Miami-Dade County, Florida. Fields of interest include AIDS, Alzheimer's disease, civil/human rights, neighborhood development, economic development, environment, healthcare, health organizations/associations, heart and circulatory diseases, human services, housing/shelter, and visual arts.

Targeted populations include senior citizens, persons with AIDS, African Americans, crime abuse victims, immigrants/refugees, and the homeless.

An application form is required. Interested applicants should visit foundation website for application Cover form, Budget form, and guidelines. New applicants are encouraged to contact the Program Department staff prior to submitting an application. The foundation conducts a free information workshop about the Community Grants Program. Grant application packages for community grants are accepted from Oct. 1 to Nov. 15. Deadline dates for other grant programs vary.

The Dallas Foundation

The Dallas Foundation, 900 Jackson Street, Suite 150, Dallas, TX 75202-4454; Contact: Mary M. Jalonick, President; For grants contact: Laura Smith, Director, Community Philanthropy, Telephone: (214) 741-9898, Fax: (214) 741-9848, info@dallasfoundation.org; Website: www.dallasfoundation.org.

This foundation serves as a resource, leader, and catalyst for philanthropy by providing donors with flexible means of making gifts to charitable causes that enhance the community.

Grant funding is limited to Dallas, TX. Fields of interest include arts, neighborhood development, community/economic development, healthcare, education, human services, crime/violence prevention, recreation and Hurricane Katrina disaster relief.

Targeted populations include senior citizens, African Americans, the economically disadvantaged, and people with disabilities.

Interested applicants should visit foundation website for application guidelines and grant types. The foundation will invite selected organizations to submit unrestricted fund full proposals based on letters of inquiry. Deadline date for letters of inquiry for unrestricted fund grant is Aug. 1. Deadline for Field-of-Interest application is April 2.

Danellie Foundation

The Danellie Foundation, P.O. Box 375/376, Marlton, NJ 08053; Contact: Daniel L. Cheney, President, Telephone: (856) 810-8320; danelliefoundation@verizon.net

This New Jersey-based foundation awards grant funding to organizations that provide housing and social services to the disadvantaged operating in southern NJ (including Mercer and Monmouth counties), the greater Philadelphia, PA area, and Baltimore, MD.

Fields of interest include AIDS, homeless, human services, housing/shelter, development, residential/custodial care, hospices, and economically disadvantaged. Grant funding support covers building renovations, capital campaigns, general/operating support, scholarship funds, and program development. By way of example, in 2005, the foundation awarded \$18,000 to Aid for Friends, Philadelphia, PA, for needy, disabled, and homebound elderly.

An application form is required. For application form and guidelines, contact the foundation.

Daniels Fund

Daniels Fund, (formerly Daniels Foundation), 101 Monroe Street, Denver, CO 80206-4467; Contact: Peter Droege, Vice President, Communications, Telephone: (720) 941-4422, Fax: (720) 941-4182, pdroege@danielsfund.org; Website: www.danielsfund.org.

This fund supports higher education, youth development, the elderly, homelessness and self-sufficiency, alcoholism, substance abuse, and amateur athletics for people with physical disabilities.

Grant funding is primarily awarded in the states of Colorado, New Mexico, Wyoming, and Utah.

Fields of interest include geriatrics, education, amateur athletic leagues, human services, and housing/shelter.

An application is required. Interested applicants should send a letter of inquiry to the fund. Deadline dates are not applicable.

By way of example, the fund awarded \$125,000 to Roadrunner Food Bank, Albuquerque, NM. for general operating support and \$100,000 to Senior Hub, Federal Heights, CO. for general operating support.

Carrie Estelle Doheny Foundation

Carrie Estelle Doheny Foundation, 707 Wilshire Boulevard, Suite 4960, Los Angeles, CA 90017-9843; Contact: Nina S. Shepherd, Secretary-Treasurer, Chief Financial Officer, and Chief Administrative Officer, Telephone: (213) 488-1122, Fax: (213) 488-1544, doheny@dohenyfoundation.org; Website: www.dohenyfoundation.org.

This foundation was established for the advancement of education, medicine, religion, science; the improvement of the health and welfare of infants, children, adults, families, and senior citizens; the help and care of the sick, elderly and incapacitated; and the aid of the needy.

Grant funding is awarded primarily in Los Angeles, CA.

Fields of interest include senior citizen centers/services, Catholic agencies and churches, eye research, eye diseases, family services, hospitals, and institutional medical research.

This grantmaker considers grant applications in written form only. Interested applicants are encouraged to visit foundation website for application form and guidelines. Deadline dates are not applicable.

Jean and Louis Dreyfus Foundation, Inc.

Jean and Louis Dreyfus Foundation, Inc., 420 Lexington Avenue, Suite 626, New York, NY 10170-0626; Contact: Ms. Edmee de M. Firth, Executive Director, Telephone: (212) 599-1931, Fax: (212) 599-2956, jldreyfusfdtn@hotmail.com; Website: www.foundationcenter.org/grantmaker/dreyfud/.

This grantmaker gives within the five boroughs of New York, NY to support projects for senior citizens, the arts, education, and social services,

Fields of interest include senior citizen centers/services, healthcare, health organizations/associations, housing/shelter, and human services.

An application is required. Interested applicants should submit a letter of inquiry by Jan. 15 for the spring cycle and by July 15 for the fall cycle. The foundation will provide an application form at its discretion based on letter of inquiry. Letters of inquiry sent after deadline will be held until next grant cycle. Visit foundation website for application guidelines and procedures.

de Kay Foundation

The de Kay Foundation, c/o JPMorgan Chase Bank, N.A., 345 Park Ave., 4th Floor, New York, NY 10154-0004; Contact: Yvette Boisnier, MSW, Program Director

The de Kay Foundation makes grants available to individuals, through a stipendiary program administered by JP Morgan Chase Bank, N.A. in New York City. The foundation traditionally awards monthly stipends directly to elderly individuals and couples to help them remain in their homes.

Monthly stipend awards range from \$150 - \$1,000 and are limited to the New York, NY metropolitan area, including the five boroughs of New York City, Westchester, Rockland, and Nassau counties, NY, Fairfield County, CT, and Essex, Bergen, Hudson, and Passaic counties, NJ. Although location for funding is restricted, in 2006, this grantmaker reported giving a total of \$1,785,029 in grant funding.

An application form is required. Since the foundation does not have a website interested applicants should contact the Program Director at JPMorgan Chase Bank, N.A. for to get and application form.

Alfred I. duPont Foundation, Inc.

The Alfred I. duPont Foundation, Inc., 4600 Touchton Rd. E., Building. 200, Suite120, Jacksonville, FL 32246; Contact: Rosemary C. Wills, Secretary, Telephone: (904) 232-4123.

The Alfred I. duPont Foundation, Inc. makes grant funding available primarily to the elderly in distressed situations requiring health, economic, or educational assistance. The foundation also supports higher education and medical research for the aging.

Fields of interest include aging centers and services, higher education, and medical research. Catholic, Christian, and Protestant agencies and churches, specifically, are welcome to apply; however, funding extends to the southeastern U.S. only, with an emphasis on Florida.

An application form is required and mailed upon requested. To request an application, contact the foundation directly.

- E -

Mariner S. Eccles Foundation

Marriner S. Eccles Foundation, 79 S. Main Street, Suite 701, Salt Lake City, UT 84111-1901; Contact: Anne Watson, Executive Director, mseccles@xmission.com.

This grantmaker gives primarily for higher education; health, hospitals, and medical research; arts and culture, including the performing arts, fine arts, and museums; and family and social services, including programs for rehabilitation, the elderly, drug and alcohol abuse and prevention, youth, women, the disabled, and the homeless.

Grant funding is limited to the state of Utah.

Fields of interest include AIDS, senior centers/services, alcoholism, arts, biomedicine, cancer research, environment, family services, food services, healthcare, health organizations/associations, hospitals, housing/shelter development, human services, medical care and rehabilitation, medical research, medical school/education, mental health/crisis services, nursing care, performing arts, and substance abuse services.

Targeted populations include senior citizens, the economically disadvantaged, people with disabilities, the blind/visually impaired, crime abuse victims, Hispanics/Latinos, mentally disabled, and Native Americans/American Indians.

An application form is required. Interested applicants should email a request for application form and guidelines in November. Guidelines are revised annually. Deadline for grant applications is early spring. Final notification is posted in the fall.

By way of example, the foundation awarded \$10,000 to Central Utah Food Sharing, Provo, UT. for general operating support and salaries.

George M. Eisenberg Foundation for Charities

George M. Eisenberg Foundation for Charities, (formerly Eisenberg Foundation for Charities), 2340 S. Arlington Heights Rd., Suite. 615, Arlington Heights, IL 60005-4512; Contact: James Marousis, Treasurer, Telephone: (847) 981-0545, Fax: (847) 941-0548

Headquartered 25 miles northwest of downtown Chicago, IL, this grantmaker awards funding for medicine, health, and education, and physical, emotional, and social assistance for the benefit of the elderly and underprivileged youth.

Although giving is limited to the states of Illinois (IL) and Minnesota (MN), with an emphasis on metropolitan Chicago and DuPage County, IL and Rochester, MN, funds are made available to support aging centers and services, hospitals (general), human services, and higher education. Records, for the year 2005, show a grant award of \$50,000 to Northwest Home for the Aged, Chicago, IL.

Regardless of location, political organizations, elementary or secondary schools, public colleges or universities (unless related to medical care), churches, religions educational institutions and/or individuals need not apply.

An application form is not required. Interested applicants should submit a 1-2 page letter requesting funding to the foundation. The deadline date for grant funding consideration is July 31.

The Ellison Medical Foundation

The Ellison Medical Foundation, 4710 Bethesda Avenue, Suite 204, Bethesda, MD 20814-5226; Contact: Richard L. Sprott Ph.D., Executive Director, Telephone: (301) 657-1830, Fax: (301) 657-1828, rsprott@ellisonfoundation.org; Website: www.ellisonfoundation.org.

This grantmaker supports basic biomedical research on aging relevant to understanding lifespan development processes and age-related diseases and disabilities. Grant funding is awarded on a national basis to U.S. institutions only.

Fields of interest include biomedicine research, and geriatrics research. The foundation identified new scholar award in aging and senior scholar award in aging as areas of interest.

An application form is required. Interested applicants are encouraged to visit foundation website for application form and guidelines. Deadline is early spring. Final notification is announced in the summer.

By way of example, the foundation awarded \$376,956 to Kaiser Foundation Research Institute, Oakland, CA. for a project titled Center on Applied Genetic and Epidemiologic Research on Aging, \$320,000 to National Academy of Sciences, Washington, DC. for advisory committee on stem cell research, \$302,500 to American Federation for Aging Research (AFAR), New York, NY. for aging research by mid-career researcher, and \$265,456 to Oak Ridge National Laboratory, Oak Ridge, TN. for a project titled A Genetic Reference Panel for the Systematic Analysis of Lifetime Factors that Alter Lifespan and Quality of Life - Collaborative Cross.

Entergy Charitable Foundation

Entergy Charitable Foundation, 639 Loyola Avenue, New Orleans, LA 70113-3125, Telephone: (877) 285-2006, grants@entergy.com; Website: www.entergy.com.

This foundation supports programs designed to create and sustain thriving communities. Special emphasis is directed toward programs designed to promote low-income initiatives and solutions; and education and literacy.

Grant funding is awarded in the states of Arkansas, Louisiana, Massachusetts, Mississippi, New Hampshire, New York, Texas, and Vermont.

This grantmaker is interested in community/economic management and technical aid, education, energy, family services, housing/shelter, human services, and financial counseling.

Primary populations served include senior citizens, children and the economically disadvantaged.

An application form is required. Interested applicants should complete the online application on foundation website. Deadlines for grant applications are Feb. 1, May 1, and Aug. 1.

Equitable Resources Foundation, Inc.

Equitable Resources Foundation, Inc., 225 North Shore Drive, Pittsburgh, PA 15212-5861; Contact: Bruce Bickel, Executive Director, bruce.bickel@pncadvisors.com; Website: www.eqt.com.

This foundation supports programs designed to promote educational initiatives for children and senior citizens habitability.

Grant funding is limited to Kentucky, Pittsburgh, PA, and West Virginia.

Fields of interest include education, federated giving programs, food distribution, meals on wheels, safety, disasters, and housing/shelter for senior citizens.

Targeted populations included senior citizens, children, and the economically

An application form is required and available on foundation website. Interested applicants should mail completed application form and one proposal to foundation by Feb. 15, May 15, Aug. 15, or Nov. 15.

-F-

FPL Group Foundation, Inc.

FPL Group Foundation, Inc., (formerly FPL Foundation, Inc.), 700 Universe Boulevard, Juno Beach, FL 33408-2683; Contact: John L. Kitchens, Manager, Community Relations, john.kitchens@fpl.com.

The foundation supports organizations involved with arts and culture, education, the environment, health, human services, intergroup and race relations, community development, senior citizens, disabled people, minorities, economically disadvantaged people, and homeless people.

Grant funding is limited to company operation locations, with an emphasis on the east coast of Florida and the west coast of Florida from Bradenton to Naples.

Fields of interest include community/economic development, environment, energy, healthcare, human services, education, performing arts, and voluntarism promotion.

An application form is required. Interested applicants should contact foundation for application form. Deadline date for application form is August. Applications in Spanish are accepted.

Charles H. Farnsworth Trust

Charles H. Farnsworth Trust, c/o U.S. Trust Co./Bank of America Private Wealth Management, 225 Franklin Street, Boston, MA 02110-2801; Contact: Marilyn E. Wales

Giving to assist elderly persons to live with dignity and independence defines this grantmaker. With a special focus on services which help prevent premature institutionalization and foster the development of senior citizen housing, grant funding from this foundation extend throughout the state of Massachusetts.

In addition to covering building renovations, capital campaigns, program development, and technical assistance, grant funds also cover general operating expenses and seed money.

Although no application form is required, the AGM Common Proposal Format is accepted. Grants awards are reviewed and considered quarterly: Feb. 1, May 1, Aug. 1, and Nov. 1. Only one copy of the proposal is necessary, and should be submitted by one of the quarterly deadline dates. Interested applicants are invited to download a copy of the AGM Common Proposal Application from foundation website.

Frost Foundation, Ltd

The Frost Foundation, Ltd., 511 Armijo Street, Suite A, Santa Fe, NM 87501-2899; Contact: Mary Amelia Whited-Howell, President, Telephone: (505) 986-0208, info@frostfound.org; Website: www.frostfound.org.

This foundation is organized to support social service and humanitarian needs that include, but are not limited to, domestic violence, public health issues such as alcohol and drug abuse, homelessness, and general aging issues and concerns. As such, grant funds are awarded to support AIDS, aging centers/services, and residential/custodial care, hospices as well as family, food, human and substance abuse services.

Although headquartered in New Mexico, grant funding supports programs for New Mexico and Louisiana, with a reported \$580,000 having been awarded to Louisiana applicants during the 2005 funding cycle.

An application form is required and available on foundation website. Application guidelines and procedures can also be found there. Applicants invited to submit full proposals for consideration at the March Board of Directors meeting must meet the Dec. 1 deadline date. The deadline date for consideration at the September meeting is June 1. No faxes accepted.

- G -

Genworth Foundation

Genworth Foundation, c/o Community Relations Department, 6620 W. Broad Street, Richmond, VA 23230-1716; Telephone: 1(888) 436-9678, contactus@genworth.com; Website: www.genworth.com.

This foundation supports organizations involved with K-12 education, health, Alzheimer's, hunger, housing, mentoring, and after-school activities.

Grant funding is awarded on a national and international basis in locations of company operations.

Projects of interest include Alzheimer's disease, food services, healthcare, and housing/shelter repairs designed for senior citizens.

An application form is not required. Unsolicited requests are accepted but not encouraged. Deadline dates are not applicable.

-H-

John A. Hartford Foundation, Inc.

The John A. Hartford Foundation, Inc., 55 E. 59th St., 16th Floor, New York, NY 10022-1713; Contact: Corinne H. Rieder, Executive Director, Telephone: (212) 832-7788, Fax: (212) 593-4913, mail@jhartfound.org; Website: www.jhartfound.org.

This grantmaker addresses the unique healthcare needs of the elderly, including long-term care; medication for chronic health problems; geriatric research and training capacity; and financial and care delivery for comprehensive geriatric services.

Dedicated to integrating and improving health-related services for the elderly, this foundation awards grants on a national basis.

An applications form is not required. Interested applicants may submit either a letter or proposal for consideration. Although there is no deadline for award consideration, inquiries should be made at least 6 months before funding is required.

Harvest Foundation

The Harvest Foundation, P.O. Box 75554, Seattle, WA 98175-0554; Contact: Marjorie Ringness, Secretary.-Treasurer, Fax: (206) 299-9850, marjorie@harvestf.org; Web site: www.harvestf.org.

The Harvest Foundation was created to provide funding primarily in the areas of social services and education. It supports organizations that serve the elderly by providing services to assist senior citizens live independently. Grant funding covers general/operating support, conferences/seminars, building/renovations, program development and seed money. However, grants are primarily awarded in the states of Arkansas, Idaho, Montana, Oregon, and Washington.

Although unsolicited applications are not accepted, letters of inquiry are. Interested applicants should fax or email a one-page letter of inquiry by one of the two deadline dates – April 15 or Oct. 15. Final notifications are released May 31 and Nov. 30. For additional information regarding the application process visit the foundation website.

The Healthcare Foundation of New Jersey

The Healthcare Foundation of New Jersey (formerly NBI Healthcare Foundation, Inc.), 60 East Willow St. 2nd Floor, Millburn, NJ 07041-1438; Contact: Robert M. Hyfler,

Executive Director, Telephone: (973) 921-1210, Fax: (973) 921-1274, info@hfnj.org;
Web site: www.hfnj.org.

This New Jersey based foundation is focused on: 1) serving the healthcare needs of the vulnerable population of Newark, NJ; 2) serving the healthcare needs of the MetroWest Jewish community of northern New Jersey; and 3) clinical medical research and medical education, particularly, programs that positively impact the foundation's targeted communities. The foundation has an interest in innovative health-related programs for vulnerable communities and medically underserved populations. The foundation supports efforts to improve humanism in medicine, especially programs that support compassion and sensitivity in direct patient care.

Awarding grants primarily in New Jersey with an emphasis on Newark and Essex, Morris, and Union counties, this grantmaker's field of interests include aging, centers/services, geriatrics, crime/violence prevention, abuse prevention, family services, domestic violence, health organizations and associations, and human services.

An application form is required. Interested applicants must submit a grant proposal using the NY/NJ Common Application form found on the foundation website www.hfnj.org. Submitted applications should include a 5-page proposal. Grants are awarded on a rolling basis – no deadlines – with final notification within 4 months from receipt of application.

The Larry L. Hillblom Foudnation, Inc.

The Larry L. Hillblom Foundation, Inc., 755 Baywood Drive, Suite180, Petaluma, CA 94954-5509; Telephone: (707) 762-6691, Fax: (707) 762-6694; som@llhf.org;
website: www.llhf.org.

The mission of this foundation is to provide philanthropic support exclusively for charitable, religious, scientific, literary and educational purposes. Primarily, the foundation will support medical research, including basic scientific research, clinical research and research related to patient self-care and management. This grantmaker supports funding directed toward efforts to cure, treat, and manage diabetes mellitus and chronic and degenerative diseases associated with aging, with the primary focus on brain and vision disorders.

Grant funding is limited to the San Francisco area.

Fields of interest include eye diseases, geriatrics, and healthcare.

An application form is required. Interested applicants are encouraged to visit foundation website for guidelines and application form. Grant applications will be accepted only through online submission system. Do not file a full application for funding until you have first filed a letter of inquiry (LOI) and received a letter from the foundation inviting you to proceed. Deadline date is Jan. 15.

By way of example, the foundation awarded \$650,000 to Buck Institute for Age Research, Novato, CA. for general support.

The Humana Foundation, Inc.

The Humana Foundation, Inc., 500 W. Main Street, Louisville, KY 40202-2946; Contact: Barbara Wright, Telephone: (502) 580-4141, Fax: (502) 580-1256, bwright@humana.com; Website: www.humanafoundation.org.

This foundation supports programs designed to promote healthy lives and healthy communities, with a focus on the needs of children, families, and seniors. A special emphasis is directed toward programs designed to promote health and fitness to better decisions and lifestyles; promote literacy to improve health experiences; and develop the technology, tools, and resources that lead to healthy communities.

Grant funding is awarded on a national and international basis in company operated locations, with an emphasis on Louisville, KY.

Fields of interest include education, family services, healthcare, and human services targeted at senior citizens.

An application is required. Interested applicants are encouraged to visit foundation website to complete online application from. Application from may also be downloaded and mailed to foundation. Support is limited to one contribution per organization during any given year. For applicants outside Louisville, KY, downloaded applications may be mailed to the nearest market office. Grant applications are accepted from Nov. 1 through Jan. 15.

- I -

Institute for Study of Aging & Alzheimer's Drug Discovery Foundation

Institute for the Study of Aging, Inc., 1414 Avenue of the Americas, Suite 1502, New York, NY 10019-2514; Contact: James Keller, Grants Manager, Telephone: (212) 935-2402, Fax: (212) 935-2408, wramos@alzdiscovery.org; Website: www.alzdiscovery.org.

This institute is a biomedical venture philanthropy whose mission is to catalyze and fund the discovery and development of new therapies to prevent and treat Alzheimer's disease.

Grants are awarded on a national and international basis.

The institute is interested in academic drug development programs, academic drug discovery programs, biotechnology development programs, biotechnology founder's programs, and conferences.

Fields of interest include Alzheimer's disease, hospitals, and medical school/education.

An application form by invitation only. Interested applicants are encouraged to visit foundation website for application information and guidelines. After review of the letter of intent, the institute will either send a declination e-mail explaining why it cannot invite an application at this time, or invite a full application, whereupon the applicant will be sent an e-mail with a link to the electronic application form. Applicants are required to submit a complete electronic application, including attachments and appendices. In addition, a hard copy of all materials with original signatures should be submitted.

By way of example, the institute awarded \$216,527 to University of Illinois at Urbana-Champaign, Urbana, IL. for research the project, Influence of Fitness on the Neurodegenerative Function of Older Adults and \$150,000 to Sun Health Research Institute, Sun City, AZ. for the Phase II trial investigating the Effect of the HMG-CoA Reductase Inhibitor Atorvastin Calcium, Lipitor, in the Treatment of Alzheimer's Disease.

- J -

JTG Foundation

JTG Foundation, 184 Main Street, P.O. Box 3070, Lewiston, ME 04243-3070; Contact: Martha E. Greene, Managing Director, Telephone: (207) 786-3566, Fax: (207) 783-9325, mgreene@brannlaw.com

This independent foundation makes grants to enhance mental health services, improve the care of those suffering from cancer, enhance the lives of the elderly, to provide for the unmet needs of low-income or otherwise disadvantaged children, enhance community services, and to aid under-privileged residents of Maine.

Fields of interest include cancer, community/economic development, mental health, crisis services for senior citizens and the economically disadvantaged.

Grant funding is limited to the state of Maine.

Application form is required. Interested applicants should first contact the Managing Director via letter, telephone, or e-mail. Application guidelines are linked through Maine Philanthropy Center website at www.megrants.org/mpc/about/jtg.pdf. Deadline dates for application submissions are Feb. 1, May 1, Aug. 1 and Nov. 1.

The Robert Wood Johnson Foundation

The Robert Wood Johnson Foundation, College Road. East and Route 1, P.O. Box 2316, Princeton, NJ 08543-2316; Contact: Richard J. Toth, Director, Office of Proposal Management, Telephone: (877) 843-7953, mail@rwjf.org; Website: www.rwjf.org.

This foundation is devoted exclusively to health and healthcare and concentrates its grantmaking in four areas: 1) assuring access to quality health services for all Americans at reasonable cost; 2) improving quality of care and support for people with chronic health conditions; 3) promoting healthy communities and lifestyles; and 4) reducing the harm caused by substance abuse - tobacco, alcohol, and illicit drugs.

Grant funding is awarded on a national basis.

The grantmaker has identified active living research, addiction prevention treatment, building human capital, health insurance coverage, nursing, and public health as areas of interest.

Fields of interest include aging centers/services, disparities, family services, mental health/crisis services, hospitals, health organizations/associations, human services,

homelessness, residential/custodial care, hospices, palliative care, and voluntarism promotion.

Targeted populations include senior citizens, minorities, Native Americans/American Indians, and people with disabilities.

An application form is required. The foundation now issues Open Calls for Proposals periodically for eight of its eleven interest areas: 1) Addiction Prevention & Treatment, 2) Childhood Obesity, 3) Disparities, 4) Health Insurance Coverage, 5) Nursing, 6) Public Health, 7) Quality, and 8) Tobacco. As a result of this change, RWJF does not accept unsolicited proposals in these eight interest areas. However, the foundation will continue to accept unsolicited proposals for 1) Building Human Capital, 2) Pioneer, and 3) Vulnerable Populations grants. Interested applicants are encouraged to visit foundation website Open Calls for Proposals. Deadline dates are not applicable.

- K -

Avrum Katz Foundation

Avrum Katz Foundation, P.O. Box 970245, Coconut Creek, FL 33097;
Telephone: (954) 354-0647, Fax: (954) 354-0648,
ASKFoundation@AvrumKatzFoundation.org. Website: www.avrumkatzfoundation.org.

This grantmaker gives on a national basis to support healthcare related research, aging centers/services, family services, health organizations/associations, hospitals, Jewish agencies and temples, and skin disorders.

An application form is not required. Interested applicants should submit a letter and one proposal to the foundation. Deadline dates not applicable. Final notification is announced 2-4 weeks upon receipt of proposal.

Carl B. and Florence E. King Foundation

Carl B. and Florence E. King Foundation, 2929 Carlisle Street, Suite. 222, Dallas, TX 75204-1079; Contact: Michelle D. Monse, President, Telephone: (214) 750-1884, Fax: (214) 750-1651, michellemonse@kingfoundation.com; Website: www.kingfoundation.com

This foundation makes grants available in the Dallas-Fort Worth area, the Permian Basin, and rural areas in Texas as well as throughout the state of Arkansas in the following areas: aging, children and youth, education, and the indigent.

Fields of interest include aging centers/services, adult education, human services, public health, and ESL programs.

Proposals are by invitation only after a letter of inquiry has been submitted. Application information is available on foundation website. Interested applicants may contact the foundation for grant application requirements. Although application form is not required, some forms are. Letter of inquiry deadlines are June 30 and the last business day before Dec. 24. Invited proposals are due Aug. 31 and Feb. 28. Final award notifications are announced in early June and December.

The Karl Kirchgessner Foundation

The Karl Kirchgessner Foundation, c/o Grants Coordinator, 1525 Aviation Boulevard, No. 168, Redondo Beach, CA 90278-2805; Contact: Christine Tuthill; Telephone: (310) 318-2949, Fax: (310) 374-2545, ctuthill@earthlink.net; Website: www.kirchgessnerfoundation.org.

The foundation supports institutions actively engaged in the provision of services in the field of vision, primarily to disadvantaged persons, such as the elderly, the young, and the handicapped. While the foundation supports a limited amount of eye research, its emphasis is to support activities in the area of eye care, and helping those with sight problems to become self-sufficient.

Grants are made available primarily in the state of California with an emphasis on southern California.

Application form is required. Interested applicants should send a letter of intent which should not include any supporting materials. Formal applications will be solicited by the foundation. The foundation strongly encourages applications which incorporate funding through matching grants. Deadline for solicited applications is November 1st.

Robert J. Kleberg, Jr. and Helen C. Kleberg Foundation

Robert J. Kleberg, Jr. and Helen C. Kleberg Foundation, 700 North St. Mary's Street, Suite 1200, San Antonio, TX 78205-3510, Contact: Robert L. Washington, Grants Coordinator, Telephone: (210) 271-3691.

This grantmaker gives on a national basis for medical research, health services, higher education, and arts and humanities. The foundation also supports local community organizations.

Fields of interest include arts, biological sciences, healthcare, health organizations/associations, and medical research for institutes.

Application is not required. Interested applicants should submit a letter of inquiry on organization's letterhead. Deadline dates are not applicable.

By way of example, the foundation awarded \$400,280 to Webb-Waring Institute for Cancer, Aging and Antioxidant Research.

The Marion I. and Henry J. Knott Foundation, Inc.

The Marion I. and Henry J. Knott Foundation, Inc., 3904 Hickory Avenue, Baltimore, MD 21211-1834; Contact: Gregory Cantori, Executive Director, Telephone: (410) 235-7068, Fax: (410) 889-2577, knott@knottfoundation.org; Website: www.knottfoundation.org.

This foundation makes grants to Roman Catholic activities and other charitable, cultural, educational, and health and human service organizations. Areas of interests include hospitals and health services, including hospices and programs for the mentally

ill; social and family services, including youth, the elderly, the handicapped, and the homeless; and community development and civic affairs.

Grant funding is limited to Baltimore City and Allegheny, Anne Arundel, Baltimore, Carroll, Frederick, Garrett, Harford, Howard, and Washington counties, MD.

Unsolicited requests for funding are generally not accepted. Application guidelines are available on foundation website or via telephone. Do not fax or e-mail proposals. Requests for grants must comply with foundation guidelines. If so, the foundation will ask the applicant to submit a 1-page letter of inquiry. Deadlines are Nov. 26, March 27, and July 27.

- L -

The Lincy Foundation

The Lincy Foundation, 150 South Rodeo Drive, Suite 250, Beverly Hills, CA 90212-2417; Contact: James Alijan, President, Telephone: (310) 271-3490.

The Lincy Foundation primarily supports humanitarian charities and human services. Special consideration is given to Armenian charities and education.

Grant funding is awarded on a national basis, with primary emphasis in California and Nevada.

Fields of interest include aging centers/services and human services.

An application form is not required. Interested applicants should submit a letter or proposal to the foundation. Deadline dates are not applicable.

Agnes M. Lindsay Trust

Agnes M. Lindsay Trust, 660 Chestnut Street, Manchester, NH 03104-3550
Contact: Susan Bouchard, Administrator Director, Telephone: (603) 669-1366
Fax: (603) 665-8114, admin@lindsaytrust.org; Website: www.Lindsaytrust.org.

This trust provides funding for health and welfare, including services for the blind, deaf and learning disabled, the elderly, and youth/family services in the states of Massachusetts, Maine, New Hampshire, and Vermont.

Application form is required. Interested applicants should initially inquire via telephone, regular mail or e-mail. Proposal summary form available on foundation's website. Grant proposals may be submitted either via e-mail or regular mail.

- M -

Madison Community Foundation

Madison Community Foundation, 2 Science Court, P.O. Box 5010, Madison, WI 53705-0010; Contact: Kathleen E. Voit, President; For grant application contact: Tom

M. Linfield, Vice President, Grantmaking and Communications, Telephone: (608) 232-1763, Fax: (608) 232-1772, frontdesk@madisoncommunityfoundation.org; Website: www.madisoncommunityfoundation.org.

This grantmaker seeks to enhance the quality of life in Dane County, WI, in the areas of arts and culture, economic and community development, the environment, the elderly, families, and youth. The foundation makes capacity-building grants to area nonprofits to hire key personnel or expand the core business of the organization.

Madison Community Foundation has identified the elderly, community development, environment, and arts as areas of interest.

Fields of interest include aging centers/services, neighborhood development, family services, residential/custodial care, senior continuing care, housing/shelter and performing arts.

An application form is required. Interested applicants are encouraged to complete the online letter of inquiry, although paper copies are accepted via mail only. Application form and guidelines are available on foundation website. Grant proposals are by invitation only. A full grant proposal will be invited based on the foundation's determination of the organization's letter of inquiry. Deadline dates for letter of inquiry are Jan. 15 and July 15. Deadlines for full grant proposals are March 1 and Sept. 1. Final notifications are announced May 31 and Nov. 30.

By way of example, the foundation awarded \$41,870 to DANEnet, Madison, WI. toward a project to promote computer literacy and combat isolation among senior citizens by pairing them with high-school students to assemble and use computers.

Faye McBeath Foundation

Faye McBeath Foundation, 1020 North Broadway, Suite 112, Milwaukee, WI 53202-3157; Contact: Scott E. Gelzer, Executive Director, Telephone: (414) 272-2626, Fax: (414) 272-6235, info@fayemcbeath.org; Website: www.fayemcbeath.org.

This foundation makes grants to benefit the people of Wisconsin by providing homes and care for elderly persons, promoting education in medical science and public health, providing medical, nursing, and hospital care for the sick and disabled, promoting the welfare of children, and promoting research in civics and government, directed towards improvement in the efficiency of local government.

Grant funds limited to the state of Wisconsin with an emphasis on greater Milwaukee area, including Ozaukee, Waukesha, and Washington counties.

Grants are made to programs that address issues concerning aging, elders, health, and health education.

Interested applicants should submit a letter of intent. Proposals are by invitation only based on letter of intent submission. Proposal invitees must use the Milwaukee-area Common Grant Application Form, which can be downloaded from the foundation's website. Deadlines are established upon discussion with foundation staff.

By way of example, in 2005, the foundation awarded \$40,000 to Milwaukee Center for Independence, Milwaukee, WI and \$30,000 to Milwaukee County Department on Aging, Milwaukee, WI.

McCune Charitable Foundation

McCune Charitable Foundation, (formerly Marshall L. & Perrine D. McCune Charitable Foundation), 345 East Alameda Street, Santa Fe, NM 87501-2229; Contact: Wendy Lewis, Associate Director, Telephone: (505) 983-8300, Fax: (505) 983-7887, mccune@nmmccune.org; Website: www.nmmccune.org.

The Foundation supports philanthropic programs which are responsive, flexible, and may be proven effective at aiding the people of New Mexico to reach their full human and spiritual potential. Primary areas of interest include the arts, education, youth, health, social services and environment.

Fields of interest include aging centers/services, alcoholism, cancer, family services, education, federated giving programs, food services, heart and circulatory diseases, healthcare, health organizations/associations, human services, residential/custodial care and hospice care.

Visit foundation's website for current cycle dates for initial approach and deadlines. Application required and available online. Foundation is accepting online application submissions only. Submissions received by fax will not be considered. Deadlines for 2009 funding are Aug. 15 through Sept. 30.

Bernard McDonough Foundation, Inc.

Bernard McDonough Foundation, Inc., 311 4th Street, Parkersburg, WV 26101-5315, Telephone: (304) 424-6280, Fax: (304) 424-6281; Website: www.mcdonoughfoundation.org.

This foundation makes grants to health and social service agencies, including rehabilitation programs for the handicapped and drug abuse, hospital building funds, and the elderly throughout the state of West Virginia.

Targeted populations include senior citizens, disabled Americans, and the economically disadvantaged.

Application form is not required. Interested applicants should submit a letter of inquiry.

McKnight Brain Research Foundation

McKnight Brain Research Foundation, P.O. Box 620005, Orlando, FL 32862-0005; Contact: Teresa Borcheck; Telephone: (407) 237-5907; Website: www.health.ufl.edu/brain/.

This foundation provides support for medical research of the brain, to accomplish alleviation of memory loss of the aging, including making grants to charities involved in such research.

Grant funding is awarded on a national basis.

Fields of interest include brain research, Alzheimer's disease research, and biomedicine.

An application form is not required. Interested applicants should send a letter of inquiry. Deadline dates not applicable.

MDU Resources Foundation

MDU Resources Foundation, P.O. Box 5650, Bismarck, ND 58506-5650; Contact: Rita O'Neill, Foundation Manager, Telephone: (701) 530-1087, Fax: (701) 222-7607; Website: www.mdu.com.

This foundation supports organizations involved with arts and culture, education, the environment, health, human services, community development, civic affairs, and senior citizens.

This grantmaker has identified health and human services, education, civic and community activities, and culture and arts as areas of interest.

The foundation awards grants to support hospitals, community/economic development, and environment/natural resources primarily in locations of company operations.

An application form is required. Interested applicants should contact the foundation to request an application form. Deadline date for applications is October 1st.

MetLife Foundation

MetLife Foundation, (formerly Metropolitan Life Foundation), 27-01 Queens Plaza North, Long Island City, NY 11101-4007; Contact: Sibyl C. Jacobson, C.E.O. and President, Telephone: (212) 578-6272, Website: www.metlife.org.

This grantmaker awards grants on a national basis to support organizations involved with arts and culture, education, health, substance abuse prevention, HIV/AIDS, Alzheimer's disease, employment, nutrition, housing, youth development, human services, diversity, community development, civic affairs, senior citizens, minorities, and economically disadvantaged people. A special emphasis is directed toward programs designed to strengthen communities; promote good health; and improve education.

MetLife Foundation does not support private foundations, religious, fraternal, athletic, political, social, or veterans' organizations, hospitals, United Way-supported organizations, local chapters of national organizations, disease-specific organizations, labor groups, international organizations, organizations primarily engaged in patient care or direct treatment, drug treatment centers or community health clinics, or elementary or secondary schools.

Fields of interest include Alzheimer's disease research, cultural/ethnic awareness, civil/human/equal rights, community/economic development, family services, nutrition, human services, housing/shelter, public health, and voluntarism promotion.

Targeted populations include senior citizens, minorities, and the economically disadvantaged.

An application form is required. Interested applicants are encouraged to visit foundation website for application form, guidelines, and deadline dates.

By way of example, the foundation awarded \$300,000 to Alzheimers Association, Chicago, IL. for Safe Return Safety Video/Publications Initiative and \$115,000 to Alliance for Aging Research, Washington, DC. for Alzheimer's Pocket Films Initiative.

The Ambrose Monell Foundation

The Ambrose Monell Foundation, c/o Fulton, Rowe, & Hart, 1 Rockefeller Plaza, Suite 301, New York, NY 10020-2002; Contact: George Rowe, Jr., President, Telephone: (212) 586-0700, Fax: (212) 245-1863, info@monellvetlesen.org; Website: www.monellvetlesen.org.

This foundation supports project that improve the physical, mental, and moral condition of humanity throughout the world. It primarily supports hospitals and health services, scientific research, museums, performing arts and other cultural activities, and higher and secondary education. Support is also awarded for social services, research in political science, mental health, and aid to the handicapped.

Giving on a national basis, this grantmaker seeks projects that target aging and disabled populations.

An application form is not required. Interested applicants should submit a letter of inquiry. Proposals are by invitation only. After receiving and reviewing letters of inquiry, the foundation may wish to meet with prospective grantees if it feels a meeting will be helpful to the prospective grantee and the foundation. The foundation may then request a detailed proposal. Deadline dates for letters of inquiry are April 30 and Oct. 31. Final notification is announced 4-6 weeks for letter of inquiry.

Charles M. Morris Charitable Trust

Charles M. Morris Charitable Trust, c/o National City Bank, 20 Stanwix Street, 15th Floor, LOC 25-154, Pittsburgh, PA 15222-1323; Contact: Susan L. Farrell, Vice President, National City Bank, Fax: (412) 644-6081, susan.farrell@nationalcity.com; Website: www.morrisfoundation.org.

This trust makes grants available primarily to Jewish homes and hospitals for the elderly in Allegheny County and western Pennsylvania.

Fields of interest include aging centers/services, family services, federated giving programs, human services, and Jewish agencies and temples.

Application form is required and available, along with guidelines, on foundation's website. Deadlines vary; however, current dates are available on the website.

The McGregor Foundation

The McGregor Foundation, 1422 Euclid Avenue, Suite 627 East Cleveland, OH 44112-3413; Contact: Susan O. Althans; Telephone: (216) 621-2901, Fax: (216) 621-8198, salthans@fmscleveland.com; Website: www.mcgregorfoundation.org.

The foundation funds efforts to support elders in need and those who care for them, primarily in Cuyahoga County, OH.

Fields of interest include aging centers/services, geriatrics, human services, residential/custodial care, and hospices.

An application form is not required. Interested applicant is encouraged to visit foundation website for application guidelines. Deadline dates are Feb. 1 and Sept. 1.

- N -

The New York Community Trust

The New York Community Trust, 909 3rd Avenue, 22nd Floor, New York, NY 10022-4752; For grant inquiries Contact: Judith Lopez, Executive Assistant, Grants and Special Projects, Telephone: (212) 686-0010, Fax: (212) 532-8528, info@nycommunitytrust.org; Website: www.nycommunitytrust.org.

This trust makes grants available for projects particular significant to the New York City area. One program area of major interest is Health and People with Special Needs. Other project areas of interest include health services and policy, biomedical research, AIDS, visual handicaps, children and youth with disabilities, the elderly, and mental health and retardation. In addition, the trust has established divisions that reach out to the greater New York metropolitan area: the Westchester Community Foundation and the Long Island Community Foundation.

Fields of interest include aging centers/services, cancer, civil/human rights for senior citizens, crime/violence prevention, food services, healthcare, health organizations/associations, housing/shelter development, homeless services, legal services and mental health/crisis services.

Application form is required. Interested applicants should visit foundation's website for application cover sheet and guidelines. Please submit all written material before contacting the foundation to discuss ideas. Faxed or e-mailed proposals will not be considered.

New York Foundation

New York Foundation, 10 East 34th Street, 10th Floor, New York, NY 10016-4327; Contact: Maria Mottola, Executive Director, Telephone: (212) 594-8009; Website: www.nyf.org.

The foundation supports groups in New York City that are working on problems of urgent concern to residents of disadvantaged communities and neighborhoods. The foundation is particularly interested in start-up grants to new, untested programs that have few other sources of support. Grants are not limited to specified issue areas, although under the terms of a restricted endowment, half the foundation's grants are reserved for projects involving the elderly. Instead, the foundation looks at the characteristics of the organization or project applying. Because the foundation believes in a pluralist, inclusive democracy, it seeks to support programs emerging from communities where existing services and institutions do not reach, neighborhoods taking action for their own betterment, and population groups organizing to create a collective voice where they have not been heard.

Fields of interest include aging centers/services, civil rights for senior citizens, homeless services, and human services.

Giving is limited to the five boroughs in New York City.

Application form is not required. Interested applicants should submit a letter outlining the project and budget needs. The foundation accepts New York-New Jersey

Common Application Form and can be downloaded from the foundation's website. Proposals received via fax or e-mail will not be considered. Deadline dates are March 1, July 1, and Nov. 1.

New York Stock Exchange Foundation, Inc.

New York Stock Exchange Foundation, Inc., 11 Wall Street, New York, NY 10005-1916; Contact: David L. Shuler, Secretary, Fax: (212) 656-5629, foundation@nyse.com; Website: www.nysefoundation.org.

This grantmaker supports organizations involved with arts and culture, education, environmental beautification, health, crime prevention, disaster relief, youth development, financial counseling, civil rights, senior citizens, minorities, economically disadvantaged people, and homeless people.

Grant funding is limited to New York, NY.

Fields of interest include arts, civil/human/equal rights, crime/violence prevention, education, science, performing arts, federated giving programs, healthcare, human services, and financial counseling.

An application is not required. Interested applicants should submit one proposal to the foundation. Deadline dates not applicable.

New Alliance Foundation, Inc.

NewAlliance Foundation, Inc., 195 Church Street, 14th Floor, New Haven, CT 06510-2009; Contact: Kim A. Healey, Executive Director, Telephone: (203) 784-5042, Fax: (203) 772-0254, khealey@newalliancebank.com; Website: www.newalliancebank.com.

This foundation supports parks and organizations involved with arts and culture, K-12 education, the environment, health, housing, youth development, human services, community development, transportation, children, and senior citizens.

Grant funding is limited to areas of company operations in Connecticut and western Massachusetts.

Fields of interest include arts, community/economic development, environment, housing/shelter, historic activities, human services, recreation, and transportation.

An application form is required and available on foundation website. Interested applicants should mail a completed application and one proposal to the foundation. Support is limited to one contribution per organization during any given year. Organizations receiving support are asked to provide a final report. Multi-year funding requests are not encouraged. Proposals should be exceed four pages in length. A meeting or site visit may be requested for capital campaign support. Grant applications must be postmarked by the following deadline dates for consideration: Dec.15, April 1, and Aug.1. Final notifications are posted two months thereafter.

North Dakota Community Foundation

North Dakota Community Foundation, 309 North Mandan Street, Suite 2, P.O. Box 387, Bismarck, ND 58502-0387; Contact: Kevin J. Dvorak, C.E.O.; Amy N.

Warnke, Devel. Director, Telephone: (701) 222-8349, kdvorak@ndcf.net; Website: www.ndcf.net.

This foundation seeks to improve the quality of life for North Dakota's citizens through charitable giving and promoting philanthropy. Unrestricted funds largely for aid to the elderly and disadvantaged; support also for health services, including mental health, youth agencies, parks and recreation, and arts and cultural programs in ND.

Fields of interest include aging centers/services, environment, healthcare, human services, and mental health/crisis services.

Grants are awarded throughout North Dakota.

Interested applicants should visit foundation's website for application guidelines. Foundation will contact applicants by Oct. 1 for additional materials. Grants normally do not exceed \$2,000. Faxed or e-mailed letters will not be considered. Deadline for invited proposals is Aug. 15.

- O -

Omnicare Foundation

Omnicare Foundation, c/o Omnicare, Inc., 1600 River Center II, 100 East Rivercenter Boulevard, Covington, KY 41011-1555; Contact: Janice Rice, Telephone: (859) 392-3409.

This foundation supports organizations involved with elementary education, health, tennis, children and youth, Judaism, senior citizens, and the disabled on a national basis.

Fields of interest include geriatrics, healthcare, Jewish agencies & temples, Jewish federated giving programs, medical care, and medical rehabilitation.

An application form is not required. Interested applicants should send a letter of inquiry to the foundation. Deadline dates not applicable.

- P -

Pacific Life Foundation

Pacific Life Foundation, (formerly Pacific Mutual Charitable Foundation), 700 Newport Center Drive, Newport Beach, CA 92660-6397; Contact: Robert G. Haskell, President, Telephone: (949) 219-3787, Fax: (949) 719-7614, Foundation@PacificLife.com; Website: www.pacificlife.com.

This grantmaker supports organizations involved with arts and culture, education, the environment, health, human services, diversity, science education, mathematics, civic affairs, senior citizens, the disabled, and the homeless.

Grants are awarded primarily in areas of company operations in the greater Orange County, CA and Omaha, NE. Grant funding is also made available to statewide and national organizations.

Fields of interest include arts, civil/human/equal rights, education, environment, pollution control, human services, and healthcare.

An application form is required and may be downloaded from foundation website. Interested applicants should mail a completed application form and one proposal to the foundation. Support is limited to one contribution per organization during any given year for three years in length. Multi-year funding is not automatic. Audio and video submissions are not encouraged. Deadline for grant applications is July 15 to Aug. 31. Final notification is posted in early November.

Peacock Foundation, Inc.

Peacock Foundation, Inc., 100 S.E. 2nd Street, Suite 2370, Miami, FL 33131-2127; Contact: Joelle Allen, Executive Director, Telephone: (305) 373-1386; Website: www.peacockfoundationinc.org.

This foundation primarily supports education programs in the arts and the environment, as well as special education for disabled persons; contributes to medical research, healthcare organizations, and hospitals; and makes grants to human services providers that assist abused or neglected children, women, and the elderly, and seek to reduce abuse, prevent homelessness, and end hunger.

Grant funding is limited to southeast Florida, with an emphasis on Broward, Miami-Dade, and Monroe counties.

Fields of interest include art education, health organizations/associations, hospitals, human services, medical research and institutions, and mental health/crisis services.

An application is not required. Interested applicants should submit a 2-page letter of inquiry to the foundation. Deadline dates are not applicable.

By way of example, the foundation reported awarding \$50,000 to Senior Volunteer Services, Oakland Park, FL. for general operating support.

The Jane Bradley Pettit Foundation

Jane Bradley Pettit Foundation, (formerly Jane and Lloyd Pettit Foundation, Inc.), c/o Cook & Franke, 660 East Mason Street, 4th Floor, Milwaukee, WI 53202-3829; Contact: Cecelia I. Gore, Program Officer, Telephone: (414) 227-1266; Website: www.jbpf.org.

This grantmaker provides funds to initiate and sustain projects in the Greater Milwaukee, WI, community. The foundation focuses on programs and projects that serve low-income and disadvantaged individuals, women, children and the elderly. It supports charitable organizations that address these concerns through arts and culture, community and social development, education and health.

Fields of interest include aging centers/services, healthcare, health organizations/associations, hospitals, and human services.

Interested applicants should submit a letter of inquiry no more than two pages. The foundation will not consider requests for additional support for the period in which an organization currently has a grant in effect. Deadline dates for grant requests are Jan.

15, May 15, and Sept. 15. Requests for capital projects will only be considered in the Jan. 15 grant cycle.

The Pew Charitable Trusts

The Pew Charitable Trusts, 1 Commerce Square, 2005 Market Street, Suite 1700, Philadelphia, PA 19103-7077; Contact: Rebecca W. Rimel, C.E.O. and President, Telephone: (215) 575-4700, Fax: (215) 575-4939, info@pewtrusts.org; Website: www.pewtrusts.org.

The Pew Charitable Trusts support nonprofit activities in the areas of culture, education, the environment, health and human services, public policy and religion. Based in Philadelphia, the trusts make strategic investments to help organizations and citizens develop practical solutions to difficult problems.

Grants are awarded on a national basis, with a special commitment to the Philadelphia, PA region.

These grantmakers have identified advancing policy solutions, informing the public, and supporting civic life as areas of interest.

Fields of interest include aging centers/services, arts, biological sciences, biomedicine, education and research, environment, healthcare, family services, humanities, human services, government/public administration, historic preservation/societies, performing arts, public affairs, citizen participation, minority/immigrant centers/services, social services and voluntarism promotion.

An application form is required. For application form, guidelines and limitations, interested applicants are encouraged to visit trusts website or contact trusts via telephone. Proposals by invitation only. Examples of past work, articles, reports, videos or other materials should not be submitted. Deadline dates not applicable.

The PMI Foundation

The PMI Foundation, 3003 Oak Road, Walnut Creek, CA 94597-2098; Contact: Laura Kinney, Manager, Telephone: (800) 288-1970; Website: www.pmifoundation.org.

This foundation supports organizations involved with arts and culture, education, the environment, health, law and justice, employment training, safety education, human services, and public policy. Special emphasis is directed toward programs designed to create housing opportunities; and revitalize neighborhoods in communities.

Fields of interest include aging centers/services, neighborhood development, education, environment, safety education, research, housing development, and human services.

Grants are awarded on a national basis, with some emphasis on the state of California.

An application form is not required. Interested applicants should submit a proposal, no longer than two pages to the foundation. Deadline dates not applicable. Proposals should be no longer than 2 pages. Application form not required.

Principal Financial Group Foundation, Inc.

Principal Financial Group Foundation, Inc., 711 High Street, Des Moines, IA 50392-0150; Contact: Andrew Allen, Telephone: (515) 247-7227, Fax: (515) 246-5475, murphy.jodi@principal.com; Website: www.principal.com/about/giving.

This grantmaker supports organizations involved with arts and culture, education, health, substance abuse, disease, employment training, nutrition, housing, recreation and tourism, youth development, human services, community development, babies, and senior citizens.

Grant funding is limited to Des Moines, IA and areas of company operations in Wilmington, DE, Cedar Falls, Mason City, Ottumwa, and Pella, IA, Grand Island, NE, Spokane, WA, and Appleton, WI

Fields of interest include geriatrics, arts, equal rights, healthcare, human services, financial counseling, nutrition, public health, health organizations, public education, adult and child programs, recreation, and family services.

An application form is required and available on foundation website. Video submissions are not encouraged. Support is limited to one contribution per organization during any given year. Multi-year funding is not automatic. Organizations receiving support are asked to submit a grant evaluation form. Interested applicants are encouraged to visit foundation website for additional instructions and application addresses. Deadline dates for Health and Human Service grants is March 1; for Education grants, June 1; for Arts and Culture grants Sept. 1; and for Recreation and Tourism grants Dec. 1. Final notifications are posted 6-8 weeks after each closing date.

- R -

Reliant Energy Foundation

Reliant Energy Foundation, (formerly Reliant Resources Foundation), P.O. Box 148, Houston, TX 77002-0148; Contact: Cyndy Garza-Roberts, Telephone: (713) 207-5155.

The foundation supports public charities and organizations in the state of Texas involved with higher education, housing repair, youth, families, senior citizens, disabled people, and economically disadvantaged people.

Fields of interest include family services, federated giving programs, and housing/shelter repairs.

An application form is not required. Interested applicants should submit a proposal to the foundation. Deadline dates not applicable.

The Retirement Research Foundation

The Retirement Research Foundation, 8765 W. Higgins Road, Suite 430, Chicago, IL 60631-4170; Contact: Marilyn Hennessy, President, Telephone: (773) 714-8080, Fax: (773) 714-8089, info@rrf.org; Website: www.rrf.org

This foundation principally supports activities that improve the quality of life of older persons in the U.S. Especially interested in innovative model projects and research designed to: 1) improve the availability and quality of community-based long-term care by: increasing the availability and effectiveness of community programs designed to maintain older persons in their own homes, as well as those in residential settings; improve the quality of nursing home care; and integrate the provision of acute and long-term care for older persons with chronic conditions by supporting efforts that provide continuity of care, prevention, early intervention, and client education; 2) provide new and expanded opportunities for older adults to engage in meaningful roles in society -- such as employment and voluntarism --that will strengthen the community through activities including, but not limited to, advocacy, community leadership, community services, and intergenerational programs; 3) seek causes and solutions to significant problems of older adults through support of selected applied and policy research for which federal funding is not available; and 4) increase the number of professionals and paraprofessionals adequately prepared to serve the elderly population through support of selected education and training initiatives that enhance knowledge and skills of participants.

Grant funding is limited to Iowa, Illinois, Indiana, Kentucky, Missouri, Wisconsin, and Florida for direct service projects not having the potential of national impact.

Although an application form is not required, the foundation does accept the Chicago Donors Forum application. Applicants must submit three copies of proposals relating to aging populations for consideration. Deadline dates for proposals are Feb. 1, May 1, and Aug. 1; however, serious applicants may want to submit proposals by the previous months: January, April, or July. Final notifications will be posted 6 months from deadline dates.

Donald W. Reynolds Foundation

Donald W. Reynolds Foundation, 1701 Village Center Circle, Las Vegas, NV 89134-6303; Telephone: (702) 804-6000, Fax: (702) 804-6099, generalquestions@dwrf.org; Website: www.dwreynolds.org.

The foundation seeks to honor the memory of its benefactor, for whom it is named, by filling unmet needs and attempting to gain an immediate, transformational impact in four principal areas of interest: 1) Meeting the greatest needs of communities in Arkansas, Nevada and Oklahoma, primarily through improved facilities for their outstanding local nonprofit organizations; 2) Accelerating the fight against atherosclerosis and atherosclerotic heart disease through cutting-edge, translational research; 3) Improving the quality of life of America's growing elderly population through better training of physicians in geriatrics; and 4) Enhancing the quality and integrity of journalism, focusing particularly on better training of journalists who serve smaller communities and on business journalism. The foundation remains open to consideration of special opportunities in other areas that are consistent with its broad goals. In pursuing its goals, the foundation is committed to the support of nonprofit organizations and institutions that demonstrate sound financial management, efficient operation, program integrity and an entrepreneurial spirit.

This grantmaker has identified aging and quality of life programs, capital grants programs, cardiovascular clinical research programs, charitable food distribution, community centers, and planning and technical assistance grants as areas of interest.

Grant funding is available nationally for cardiovascular clinic research and geriatrics training of physicians.

No application form is required. Interested applicants should request guidelines before submitting proposal or visit foundation website. Proposals sent via fax or e-mail will not be considered. Applicants are encouraged to discuss projects/requests with foundation staff by telephone or in writing. Deadlines vary per program.

- S -

Fan Fox and Leslie R Samuels Foundation, Inc.,

The Fan Fox and Leslie R. Samuels Foundation, Inc., 350 5th Avenue, Suite 4301, New York, NY 10118-4301; Contact: Joseph C. Mitchell, President, Telephone: (212) 239-3030, Fax: (212) 239-3039, info@samuels.org; Web site: www.samuels.org

This foundation makes grants available for healthcare and social services for the elderly, including palliative and end-of-life care, health systems, and quality measurement in the state of New York.

Fields of interest include providing housing/shelter for senior citizens as well as healthcare and support services.

Although no application is required, an initial letter of inquiry should be sent along with a proposal. Initial letter should not exceed 3 typed pages. Deadlines for proposals are March 1, June 1, Sept. 1, and Dec. 1. Applicants may expect final notification of grant awards three months following each deadline date.

By way of example, in 2007 the foundation awarded \$75,000 to SPOP, New York, NY, for Mental Health Outreach Services for Older Adults, and \$68,000 to Per Scholas, Bronx, NY, for Comp2Seniors, Helping Older Adults Through Technology.

Dr. Scholl Foundation

Dr. Scholl Foundation, 1033 Skokie Boulevard, Suite 230, Northbrook, IL 60062-4109; Contact: Pamela Scholl, Chairperson and President, Telephone: (847) 559-7430, Website: www.drschollfoundation.com.

This grantmaker provides funding support for private education at all levels, including elementary, secondary, and postsecondary schools, colleges and universities, and medical and nursing institutions; general charitable programs, including grants to hospitals, and programs for children, the developmentally disabled, and senior citizens; and civic, cultural, social welfare, economic, and religious activities.

Grant funding is national, with some emphasis on the Chicago, IL area.

An application form is required. Interested applicants are encouraged to visit foundation website. Applications sent via fax or e-mail will not be considered. Only one

grant request per organization per year is permitted. Deadline date for grant submissions is March 1. Final notification is announced in November.

The Skadden Fellowship Foundation, Inc.,

The Skadden Fellowship Foundation, Inc., (formerly Skadden, Arps, Slate, Meagher & Flom Fellowship Foundation), 4 Times Square Room 40-228, New York, NY 10036-6518; Contact: Susan Butler Plum, Director, Telephone: (212) 735-2956, Fax: (917) 777-2956; Web site: www.skaddenfellowships.org.

This foundation awards fellowships to graduating law students and outgoing judicial clerks who create projects at public interest organizations designed to provide legal services to the poor, the elderly, the disabled, and those deprived of their civil rights or human rights.

Fields of interest include senior citizens and economically disadvantaged groups. Grant funds are awarded nationally.

An application form is required and available on foundation website along with instructions concerning additional supporting materials required. One copy of the proposal should be mailed in with the application by Oct. 1. Applicants may expect final notification on Dec. 7.

May and Stanley Smith Charitable Trust

May and Stanley Smith Charitable Trust, 2320 Marinship Way, Suite. 150, Sausalito, CA 94965-2830; Contact: Ruth Collins, Administrator, Telephone: (415) 332-0166; Website: www.adminitrustllc.com.

This trust supports organizations that serve the needs of the elderly, the disabled, and the disadvantaged on a national basis.

No application is required to apply for grant funding. Applicants should, however, submit a letter of inquiry. Additional application information is available on the trust's website.

-T-

True North Foundation

True North Foundation, 664A Freeman Lane, No. 332, Grass Valley, CA 95949-9630; Contact: Ms. Kerry Anderson, President, Telephone: (530) 274-1620, kka1119@aol.com.

True North Foundation awards grants to support independent living programs for the frail elderly/disabled in the northern California region.

Grant awards may be used to support conferences/seminars, consulting services, equipment, general/operating support, seed money, and program development.

An application form is required; however, interested applicants must submit a letter of inquiry first. There are no deadline dates for application submissions and final notification of awards takes 4-6 weeks after submission.

By way of example, in 2005, the foundation awarded \$20,000 to Planning for Elders in the Central City, San Francisco, CA. for general support; and. \$10,000 to Meals-on-Wheels, Alameda, Alameda, CA,. for friendly visitors program.

Isla Carroll Turner Friendship Trust

Isla Carroll Turner Friendship Trust, 815 Walker Street, Suite. 1543, Houston, TX 77002-5724; Contact: Patricia (Pat) Moser, Executive Director, Telephone: (713) 237-1117, Fax: (713) 223-4638, pmoser@ictft.org; Website: www.ictft.org

This trust funds initiatives to benefit the elderly in the state of Texas.

An application form is required and will only be accepted via e-mail. All supporting documents should be mailed and submitted at the same time as the application form, between Aug. 1 – Jan. 31.

Isaac H. Tuttle Fund

Isaac H. Tuttle Fund, 1155 Park Avenue, New York, NY 10128-1209; Contact: Stephanie A. Raneri, Executive Director, Telephone: (212) 831-0429, Fax: (212) 426-5684; info@tuttletfund.org; Web site: www.tuttletfund.org

The fund gives direct financial support to elderly individuals and nonprofit community-based organizations that provide services to seniors in the borough of Manhattan in New York City, with the goal of enabling older persons to continue living in their own homes as long as they are physically and mentally able to do so.

Fields of interest include aging centers and services as well as stipendiary programs. Grant awards may be used for equipment, general/operating support, program development, and technical assistance and may be used to provide grants to individuals.

Application forms are required for both grants and stipend programs. Interested applicants should contact the Executive Director via telephone, e-mail or letter. Although no specific dates are given, deadline dates do apply to proposal submissions occurring three 3 months prior board meetings.

By way of example, in 2006 the fund awarded \$50,000 to AARP Foundation, Washington, DC.

-V-

VNA Foundation

VNA Foundation, (formerly Visiting Nurse Association of Chicago), 20 North Wacker Drive, Suite 3118, Chicago, IL 60606-3101; Contact: Robert N. DiLeonardi, Executive Director, Telephone: (312) 214-1521, Fax: (312) 214-1529, vnafund@aol.com; Website: www.vnafoundation.net.

The grantmaking goal of the foundation is to support home- and community-based healthcare and health services for the medically underserved in Cook, DuPage, Kane, Lake, Will, and McHenry counties, IL, with a focus on Chicago. Capital, program, and general operating grants to support home, health, community and school-based services; prevention and health promotion; and early intervention are available to nonprofits. Priority is given to programs in which care is provided by nurses.

Fields of interest include healthcare home services and nursing care.

An application form is required. The foundation accepts the Chicago Area Grant Application Form. Faxed or e-mailed letters of intent and proposals will not be considered. Full proposals are invited after review of submitted letter of inquiry. Interested applicants are encouraged to either call for information and deadline dates or visit foundation website.

The Vidda Foundation

The Vidda Foundation, 250 West 57th Street, Suite 916, New York, NY 10107-0011; Contact: John B. Roberts, Administrator, info@vidda.org; Website: www.vidda.org.

This foundation gives primarily to hospitals and social services, including the elderly.

Fields of interest include aging centers/services; human services, education, medical care/in-patient care, and Protestant agencies and churches. Grant awards may be used for building/renovation, general/operating support, program development, research, and seed money.

Initial letter of inquiry is required. New York/New Jersey Area Common Grant Application Form is required from proposed grantees that receive a positive response to their letter of intent. Please refer to application guidelines on foundation website.

John T. Vucurevich Foundation

John T. Vucurevich Foundation, 2800 Jackson Boulevard, Suite 410, Rapid City, SD 57702-3477; Contact: Sandy Diegel, Executive Director; Paul Phelan, Chief Financial Officer, Telephone: (605) 343-3141, info@jtvf.org; Website: www.jtvf.org.

This grantmaker primarily gives in western South Dakota, with an emphasis on Rapid City and the Black Hills.

Fields of interest include federated giving programs and human services.

An application form is required. Interested applicants are invited to send a letter of intent with a cover page to the foundation. Deadline dates for proposals are March 1, June 1, Sept. 1, and Dec. 1. Final notification is announced within 3 months of deadline dates.

By way of example, the foundation reported giving \$50,000 to Senior Citizens, Rapid City, SD.

-W-

The Weinberg Foundation, Inc., Harry and Jeanette

The Harry and Jeanette Weinberg Foundation, Inc., 7 Park Center Court, Owings Mills, MD 21117-4200; Contact: Rachel Garbow Monroe, Chief Operating Officer, Telephone: (410) 654-8500, Fax: (410) 654-4900, info@theweinbergfoundation.org; Web site: www.hjweinbergfoundation.org

This foundation supports programs and direct services (including general operating grants) and capital projects that assist financially disadvantaged individuals and senior citizens primarily located in Maryland, Hawaii, Northeast Pennsylvania, New York, Israel and the Former Soviet Union.

Fields of interest include aging centers/services, food services, and human services. Program area interests include Baltimore Weinberg Fellows Program and Maryland Small Grants Program.

The foundation reserves the right to invite appropriate proposals following submission of a letter of intent. Guidelines for the letter of intent and invited proposals are available on foundation website.

Winter Park Health Foundation

Winter Park Health Foundation, (formerly Winter Park Memorial Hospital Association, Inc.), 220 Edinburgh Drive, Winter Park, FL 32792-4160, Telephone: (407) 644-2300, Fax: (407) 644-0174, contact@wphf.org; Website: www.wphf.org

This foundation awards grants in Winter Park and central Florida for health associations and hospitals, services for the elderly, federated giving programs, and religious purposes.

Fields of interest include aging centers/services, health organizations/associations, and human services.

An application is required and available on foundation website.

By way of example, in 2006 \$202,500 was awarded to Area Agency on Aging of Central Florida, Orlando, FL.

The Wolff Memorial Foundation, Pauline Sterne

The Pauline Sterne Wolff Memorial Foundation, Texan Building, 333 West Loop North, Suite 410, Houston, TX 77024-7767

This grantmaker funds Jewish welfare organizations, especially homes for the elderly, and support for medical education and research as well as hospitals. Funding is limited to the state of Texas with an emphasis on Harris County.

Fields of interest include specialty hospitals, Jewish federated giving programs, and medical research and institutes.

Interested applicants should mail a Letter of Inquiry. Deadline date for proposals is Nov. 1.

The Wolslager Foundation

The Wolslager Foundation, P.O. Box 1191, San Angelo, TX 76902-1191; Contact: Shirley Rogers, Secretary.-Treasurer, Telephone: (325) 653-2912, Fax: (325) 486-9053.

This foundation was established to improve the quality of life for individuals within the areas where the Wolslager family owned and operated their Coca-Cola business through Dec. 31, 1998. This goal is being met by providing support for many educational opportunities, making grants for medical facilities and services, supporting child development programs, and providing services for our elderly citizens.

Giving is limited to Tom Green, Irion, Runnels, McCulloch, Mills, Schleicher, El Paso, Concho, Sterling, Brown, Coke, Crockett, Culberson, and Hudspeth counties, TX, Dona Ana and Sierra counties, NM, and Pima, Cochise, and Santa Cruz counties, AZ.

Fields of interest include geriatrics, healthcare and congregate meals/meal services. Grant awards may be used for general/operating support, building/renovation, program development, and scholarship funds.

Proposals are accepted by invitation only. An application form is not required; however, a letter of intent should be sent.

- X -

Xcel Energy Foundation

Xcel Energy Foundation, 414 Nicollet Mall, Minneapolis, MN 55401-1927; Contact: John Pacheco, Director, Telephone: (612) 215-5317, Fax: (612) 215-4522, john.pacheco-jr@xcelenergy.com; Website: www.xcelenergy.com.

The foundation supports organizations involved with arts and culture, education, the environment, animals and wildlife, employment, housing, financial counseling, diversity, community development, senior citizens, and economically disadvantaged people.

This grantmaker has identified community development, education, environment, and volunteer energy as areas of interest. Fields of interest include civil/human/equal rights, environmental education, housing/shelter, human services, science, and financial counseling for aging and economically disadvantaged populations.

Grant funding is limited to the states of Colorado, Minnesota, North Dakota, New Mexico, South Dakota, Texas, and Wisconsin.

An application form is required and is available online on foundation website. Organizations receiving support are required to submit a final report. Deadline dates for Environment grants are Feb. 14 and Aug. 8; Feb. 14 for Education grants; May 7 for Community Development grants; and Aug. 8 for Arts and Culture grants. Final notification of grant awards is announced 3 weeks following deadlines.

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