



Funding Strategies

Tips, Tricks and Tools

Who Gives Grants?

■ Foundations

- Independent – Family Foundations who give to specific programs/causes
- Company or Corporate – private, but set up to make grants as a portion of their income, ie. Fifth Third Bank, The Andersons, Best Buy
- Community – Public charity receiving funds from the community to distribute to organizations in the community



Who Give Grants? (cont')

- Government

- State – Block grants, economic stimulus grants, research, education
- Federal – Farm Bill programs, economic stimulus, research, education

How do you find grants?

■ Foundation Center

- www.foundationcenter.org
- Online database of national foundations
- Most give to non-profit organizations
- Monthly or yearly subscriptions to access all or partial information about funders
- Free at collaborating Library



How do you find grants? (cont')

- Public Library – Grant Resource or Grantsmanship Centers
 - Located across Ohio
 - Foundation Center Online database
 - Nearby collaborating libraries
 - Lima Public Library
 - Toledo-Lucas County Public Library

How do you find grants? (cont')

- Grants.gov

- Online grant clearing house for programs available from the Federal government
- Searchable by topic, closing date, department, eligibility, funding instrument type
- Only a small number of individual or small business grants available



Who Can Apply for Grants?

- Non-profit organizations
- Educational and research institutions
- Individuals (limited)
- For profit businesses (limited)



Who Writes Grants?

- Individual or organization applying for the grant
- Professional grant writers – list at the Library Resource Center
 - For a list at TLCPL – contact Grant Specialist, Linda Koss 419-259-5207



Tips and Tools for Research

- Pay attention to fields of interests and activities
- Deadlines
- Eligible activities or types of support
 - Operating
 - Capital
 - Program or Project
- Other Qualifications
- Summarize each potential grant on a one-page Resource Information Sheet (RIS)



Tips and Tools for Research (cont')

- **Guidestar.org**

- **Search Form 990PF – Return of Private Foundation**

- **Part VII-A Statements Regarding Activities**

- Books are in care of: Contact name and number

- **Part XV Supplementary Information**

- Information regarding how they make grants, and accept proposals
 - List of past recipients and amounts

Form 990

Form **990-PF**

Return of Private Foundation or Section 4947(a)(1) Nonexempt Charitable Trust Treated as a Private Foundation

OMB No. 1545-0052

2007

Department of the Treasury
Internal Revenue Service (77)

Note: The foundation may be able to use a copy of this return to satisfy state reporting requirements.

For calendar year 2007, or tax year beginning, and ending
G Check all that apply: Initial return Final return Amended return Address change Name change

Use the IRS label
Name of foundation: **Blue Moon Fund, Inc**
Employer identification number: **13-6034219**
Address: **222 W. South Street**
Room/suite: _____
City or town, state, and ZIP code: **Charlottesville, VA 22902**
Telephone number: **434-295-5160**

H Check type of organization: Section 501(c)(3) exempt private foundation
 Section 4947(a)(1) nonexempt charitable trust Other taxable private foundation
I Fair market value of all assets at end of year (from Part II, col (c), line 16): **219,018,726.**
J Accounting method: Cash Accrual
 Other (specify): _____
E If private foundation status was terminated under section 507(b)(1)(A), check here
F If the foundation is in a 60-month termination under section 507(b)(1)(B), check here

Part I Analysis of Revenue and Expenses		(a) Revenue and expenses per books	(b) Net investment income	(c) Adjusted net income	(d) Disbursements for charitable purposes (cash basis only)
Revenue					
1	Contributions, gifts, grants, etc., received				
2	Check <input checked="" type="checkbox"/> if the foundation is not required to attach Sch B interest on savings and temporary cash investments				
3	Dividends and interest from securities	255.	255.		Statement 2
4	Gross rents	4,664,879.	4,858,707.		Statement 3
5a	Net rental income or (loss)	35,938.	35,938.		Statement 4
5b	Net gain or (loss) from sale of assets not on line 10	13,973.			Statement 5
6a	Gross sales price for all assets on line 5a	29,459,169.			Statement 1
6b	Capital gain net income (from Part IV, line 2)		29,459,125.		
8	Net short-term capital gain				
9	Income modifications				
10a	Gross sales less returns and allowances				
b	Less: Cost of goods sold				
c	Gross profit or (loss)				
11	Other income	127,845.	32,373.	25,000.	Statement 12
12	Total. Add lines 1 through 11	34,288,086.	34,386,398.	25,000.	
Operating and Administrative Expenses					
13	Compensation of officers, directors, trustees, etc	154,513.	9,682.	0.	144,831.
14	Other employee salaries and wages	902,860.	47,539.	0.	855,321.
15	Pension plans, employee benefits	282,401.	14,939.	0.	269,333.
16a	Legal fees Stmt 6	70,496.	8,510.	30,558.	24,048.
b	Accounting fees Stmt 7	11,625.	5,750.	0.	5,875.
c	Other professional fees Stmt 8	1,725,230.	1,518,490.	0.	169,497.
17	Interest				
18	Taxes Stmt 9	417,314.	92,959.	0.	173,810.
19	Depreciation and depletion	68,991.	17,101.	0.	
20	Occupancy	90,843.	4,830.	0.	82,992.
21	Travel, conferences, and meetings	368,457.	38,671.	0.	289,690.
22	Printing and publications	18,981.	5,495.	0.	13,805.
23	Other expenses Stmt 10	509,675.	11,666.	0.	491,401.
24	Total operating and administrative expenses. Add lines 13 through 23	4,621,386.	1,775,632.	30,558.	2,520,603.
25	Contributions, gifts, grants paid	16,778,740.			14,048,399.
26	Total expenses and disbursements. Add lines 24 and 25	21,400,126.	1,775,632.	30,558.	16,569,002.
27	Subtract line 26 from line 12: Net investment income (if negative, enter -0-)	12,887,960.			
28	Adjusted net income (if negative, enter -0-)		32,610,766.	0.	

723501 02-20-09 Form 990-PF (2007)

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Tips and Tools for Research (cont')

- Foundation Center –
Foundationcenter.org
- Ohio Grantmakers Forum –
Ohiograntmakers.org
 - Guide to Ohio Grantmakers CD-ROM
- Grants.gov

Terms

■ Matching Funds

- Money the applicant needs to contribute to the project
- Not all require; some require at varying ratios
 - In-kind
 - Cash
 - Loan or line of credit

■ DUNS Number

- Nine-digit identification number which uniquely identifies business entities. To obtain a DUNS number, access <http://www.dnb.com/us>, or call (866) 705–5711
- Required to have for all Federal Grant Submissions



Government Opportunities

■ Federal

- Value-Added Producer Grant Program
- Rural Business Enterprise Grants
- Rural Energy for America Program

■ State

- Ohio Specialty Crop Promotion Program
- Ohio Advanced Energy Fund – Renewable Energy Program (NOFA 08-09)



Value-Added Producer Grant Program

- Due: July 6, 2009
- Independent Producers, Partnerships, Cooperatives
- Funds used to develop strategies to create marketing opportunities and to help develop business plans for viable marketing opportunities
- Planning Grant - \$100,000 max; Working Capital Grant - \$300,000 max; 1:1 match for both



Value-Added Producer Grant Program

- This may include alternative uses of agricultural products as well as, value-added processing of agricultural commodities to produce:
 - bio-materials (e.g. plastics, fiberboard),
 - green chemicals,
 - Functional foods (e.g. lutein enhanced “power bar” snacks, soy enhanced products),
 - nutraceuticals,
 - on-farm renewable energy, and
 - biofuels (e.g. ethanol, biodiesel)



Value-Added Producer Grant Program

- Organic produce or other types of products that are produced in a manner that enhances their value can apply for planning grants under this category as long as 100 percent of the marketing of the product will occur within 400 miles of the farm that produced the Agricultural Commodity.

Value-Added Producer Grant Program

- Planning Activities
 - Obtaining legal advice and assistance;
 - Conducting a feasibility study;
 - Developing a business plan; or
 - Developing a marketing plan for the proposed value-added product
- Working Capital Activities
 - Designing or purchasing an accounting system;
 - Paying for salaries, utilities, and rental of office space;
 - Purchasing inventory, office equipment and supplies; or
 - Conducting a marketing campaign for the proposed value-added product
- Ohio USDA Rural Development Office
 - Contact: Deborah.Rausch@oh.usda.gov



Rural Business Enterprise Grant

- The RBEG program provides grants for rural projects that finance and facilitate development of small and emerging rural businesses, help fund distance learning networks, and help fund employment related adult education programs.
- Eligibility includes rural public entities (towns, communities, State agencies, and authorities), Indian tribes and rural private non-profit corporations

Rural Energy for America Program (REAP)

- REAP Grants/Energy Audit and Renewable Energy Development Assist (REAP/EA/REDA)
- REAP Grants/Renewable Energy Systems/Energy Efficiency Improvement Program (REAP/RES/EEI)
- REAP Feasibility Grant Program
- Rural Energy for America Program Guaranteed Loan Program (REAP LOAN)
- Ohio USDA Rural Development Office
 - Contact: Randy.Monhemius@oh.usda.gov



Ohio Specialty Crop Promotion Program

- Due: June 5, 2009 4:00 p.m.
- Enhance the competitiveness of Ohio specialty crops (fruits, vegetables, dried fruit, tree nuts and nursery crops, including floriculture) through market promotion, improved efficiency and/or reduced costs of distribution systems
- Minimum of \$5,000; Maximum of \$60,000 per project; 25% match required



Ohio Specialty Crop Promotion Program

- Eligible applicants include Ohio agricultural non-profit organizations, cooperatives, associations or commodity groups
- Individuals, partnerships, universities, or research institutions may participate by developing and submitting proposals, through an eligible applicant
- www.agri.ohio.gov select “Promotional Programs,” then click “Grants”

Ohio Advanced Energy Fund – Renewable Energy Program (NOFA 08-09)

- Rebates are available for projects installed in the following utility territories: AEP, Duke, First Energy, and DP&L
 - Solar Electric PV
 - Solar Thermal
 - Wind
- Commercial, Industrial, Institutional and Governmental entities in Ohio
- On-going submissions
- <http://www.odod.state.oh.us/cdd/oeel/ELFGrant.htm>
- Contact OEO – Preston Boone 614-466-6797



Questions?

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