



GRANTS PROSPECTING & ALIGNMENT

American University

November 13th, 2024

WEBINAR LOGISTICS

RUNTIME



~45 minutes

Q&A



Feel free to chime in or use the chat.

RECORDING & SLIDES



A copy of the recording, including today's slides will be available after the session.

YOUR PRESENTER TODAY



Chris Gray

SENIOR CONTENT DIRECTOR

Hanover Role

Provides strategic guidance and project management, and training support to Hanover's higher education grants partners

- > 15 Years in Grants Management
- Joined Hanover in 2012
- BAs in Economics and International Relations from American University

SPECIALIZES IN

- ✓ Grants prospecting research
- ✓ Proposal support and project management
- ✓ Grants training support

On a personal note, when not working I'm...



On the field: Playing soccer for 30+ years

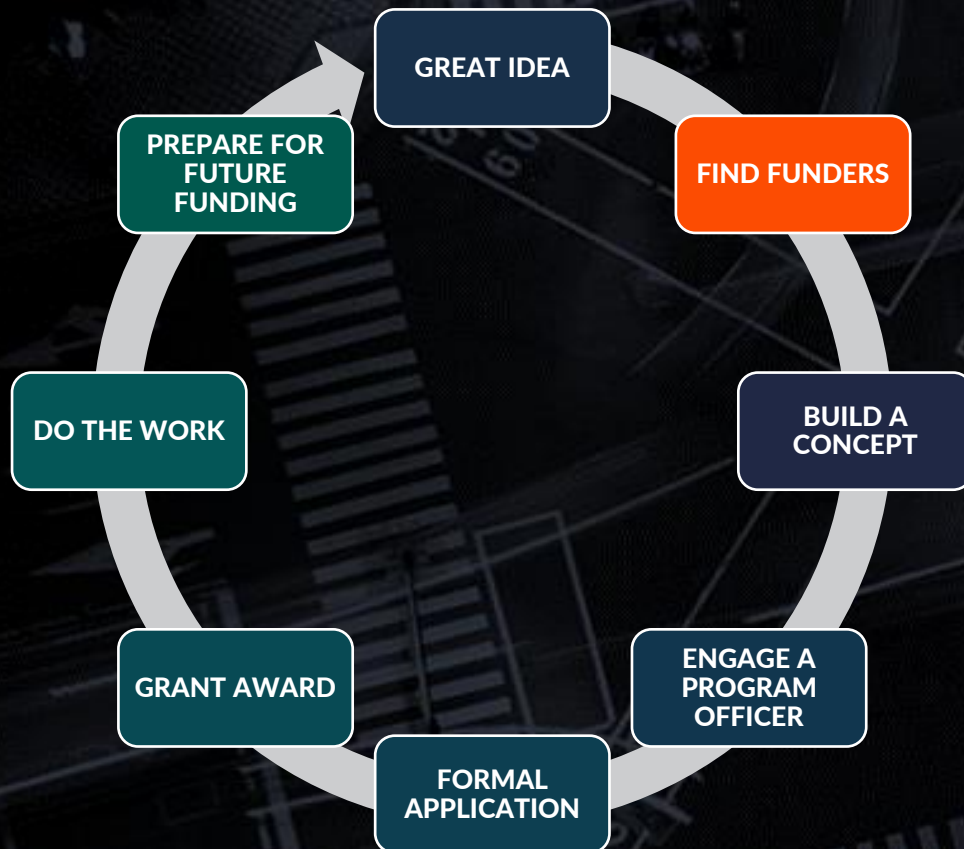


In the kitchen: Aspiring amateur chef



On the mountain: Most likely hiking or skiing

HOW GRANTS WORK



The grant funding process: from idea to implementation.

1. Start with a great idea.
2. Find funders who are interested in the idea.
3. Build a solid project concept aligned with funder goals.
4. Sell the concept to funders.
5. Complete the formal application process.
6. Receive a grant award.
7. Do the work.
8. Prepare for future funding.

This process varies across funder types.

SESSION LEARNING OBJECTIVES



1. Learn about the art of prospecting
2. Identify different resources to find funding opportunities
3. Develop strategies for evaluating opportunities for fit

An aerial, top-down view of a city street grid, rendered in a dark, monochromatic style. The streets are marked with white lines, and some intersections feature white rectangular markers with numbers like '09' and '22'. The overall image has a grainy, high-contrast appearance. Centered over the grid is the text 'INTRODUCTION TO THE ART OF PROSPECTING' in a bold, white, sans-serif font.

INTRODUCTION TO THE ART OF PROSPECTING

WHO WILL FUND YOUR WORK?

GOOD PROSPECTIVE FUNDERS HAVE:

- ✓ A **mission** that aligns with your mission
- ✓ A **history** of funding similar or related projects
- ✓ Stated **priorities** that encompass your project area
- ✓ **No restrictions** that would preclude funding your project

PROSPECTING IS THE ART OF
MATCHING PROJECTS WITH LIKELY
FUNDERS.

- other time constraints

FUNDERS' GIVING HISTORY AND STATED PRIORITIES PROVIDE A MEANS FOR IDENTIFYING PROSPECTS.

WHO IS FUNDING SIMILAR WORK?

- Use multiple **databases** and search tools.
- Search for **keywords** that relate to your mission and project.
- Search by **funder type**, funding type, and funding region.
- Note funding **restrictions**.
- Note typical funding **amounts**.
- Note key **deadlines** and other time constraints.

KEEP A LIST

WHAT KINDS OF PROJECTS ARE FUNDABLE?

- Take note of **what types of projects actually get grant funding** – and at what levels.
 - Different levels of funding for different types and stages of work.
- Some ideas and funding needs are **not realistic candidates for external grants**.
Common challenges:
 - General support
 - Equipment grants with no programmatic tie-in
 - “Planning”
- Don't **waste time** searching for prospects that don't exist.

An aerial photograph of a city street grid, overlaid with a semi-transparent map. The map shows various street layouts, including a prominent intersection with a curved road. The map overlay includes several rectangular blocks and lines, with some blocks containing the numbers '09' and '22'. The overall image is in a dark, monochromatic color scheme, likely black and white or a very dark grey, with the text in white.

OVERVIEW OF PROSPECTING RESOURCES

OPPORTUNITY DATABASES

Government grants databases provide vast datasets on federal giving history and grant competition announcements

TIPS

- Put search terms in “quotes”
- Check off **closed and/or expired opportunities** in your search (Grants.gov)
- **Export the raw data** and reduce it to key data points in your own spreadsheet

GRANTS.GOV IS A KEY RESOURCE FOR LEARNING ABOUT FEDERAL GRANT COMPETITIONS

OPPORTUNITY DATABASES

WWW.GRANTS.GOV

BASIC SEARCH CRITERIA:

Keyword(s):

Opportunity Number:

Assistance Listings:

[Search](#)

OPPORTUNITY STATUS:

- Forecasted (46)
- Posted (117)
- Closed (373)
- Archived (2,476)

FUNDING INSTRUMENT TYPE:

- All Funding Instruments
- Cooperative Agreement (98)
- Grant (60)
- Other (21)
- Procurement Contract (1)

ELIGIBILITY:

- All Eligibilities

SORT BY:

Relevance (Descending)

DATE RANGE:

All Available

[Search Tips](#) [Export Results](#)

1 2 3 4 5 6

Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date	Close Date
95332421K0004	Request for Information (RFI) No. 95332421K0004 - Community Engagement Services for the Solomon Islands Threshold Program	MCC	Forecasted	02/04/2021	
HHS-2025-ACF-OHS-HC-0166	National Center on Parent, Family and Community Engagement	HHS-ACF-OHS	Forecasted	07/30/2024	
SI-INDUSTRY-DAY	Solomon Islands Threshold Program Industry Day	MCC	Forecasted	02/10/2021	
F24AS00365	F24AS00365 Wisconsin Headwaters to Coast Initiative	DOI-FWS	Posted	07/02/2024	09/30/2024
24-565	NSF Regional Innovation Engines	NSF	Posted	04/17/2024	02/11/2025
21-595	Tribal Colleges and Universities Program	NSF	Posted	06/24/2021	10/14/2024
95332419N0001	Partnerships with MCC Program	MCC	Posted	03/26/2019	03/31/2025
RFI-671-21-YOUTH	USAID/Tanzania Cross-Sectoral Empowerment Activity	USAID-TAN	Forecasted	10/04/2021	
EPA-I-OLEM-OBLR-24-10	FY25 GUIDELINES FOR BROWNFIELD REVOLVING LOAN FUND GRANTS	EPA	Posted	09/03/2024	11/14/2024
PRM-A-NOI-01	Notice of Intent to Publish a Request for Concept Notes Announcement on Capacity Development for the Reception & Placement Program	DOS-PRM	Forecasted	04/21/2022	
HQ003423NFOEASD07	Legacy Resource Management Program	DOD-WHS	Posted	06/21/2023	06/20/2025
NANH-FY25	Native American/Native Hawaiian Museum Services (2025)	IMLS	Posted	08/15/2024	11/15/2025

GRANTS.GOV ALERTS

The screenshot shows the Grants.gov website interface. At the top right, there are links for 'HELP', 'REGISTER', and 'LOGIN'. Below these is a search bar with a dropdown menu set to 'Grant Opportunities' and a 'GO' button. A navigation menu below the search bar includes 'HOME', 'LEARN GRANTS', 'SEARCH GRANTS', 'APPLICANTS', 'GRANTORS', 'SYSTEM-TO-SYSTEM', 'FORMS', 'CONNECT', and 'SUPPORT'. The 'CONNECT' menu item is highlighted. The main content area features a large blue banner with the text 'CONNECT WITH GRANTS.GOV' and a vintage microphone image. Below the banner are four sections: 'Manage Subscriptions' (with an envelope icon), 'Social Media' (with a play button icon), 'Grants.gov Mobile App' (with a 'G' icon), and 'Grants.gov Newsletter Archive' (with an envelope icon). Each section includes a brief description and a link to get started or follow.

HELP | REGISTER | LOGIN

SEARCH: Grant Opportunities ▾ Enter Keyword... **GO**

HOME | LEARN GRANTS ▾ | SEARCH GRANTS | APPLICANTS ▾ | GRANTORS ▾ | SYSTEM-TO-SYSTEM ▾ | FORMS ▾ | **CONNECT ▾** | SUPPORT ▾

CONNECT WITH GRANTS.GOV

Manage Subscriptions

Create custom email subscriptions to saved searches and get notified of any change related to a specific funding opportunity.

[Get Started with Subscriptions »](#)

Social Media

Engage with Grants.gov on Twitter, YouTube and the Community Blog and stay informed about system enhancements and changes to federal grant policies.

[Follow and Stay Connected »](#)

Grants.gov Mobile App

Quickly access grant search and notification tools through the Grants.gov Mobile App.

Grants.gov Newsletter Archive

Review past editions of the monthly Grants.gov Newsletter.

[Go to the Newsletter Archive »](#)

FEDERAL TOOLS AND RESOURCES – GRANTS.GOV

Subscribe to Saved Searches

If you would like to subscribe to receive email notifications about grant opportunities associated with specific search criteria, such as funding instrument type, eligibility, and sub-agency, you may use the **Subscribe to Saved Searches** page. After creating a saved search, you may view the search results or modify the saved search in the **Actions** column.

The screenshot shows the Grants.gov navigation bar with 'CONNECT' highlighted. The breadcrumb trail is 'GRANTS.GOV > Connect > Subscribe To Saved Searches'. The page title is 'SUBSCRIBE TO SAVED SEARCHES'. A callout bubble (1) points to the 'Add Saved Search' button, stating: '(1) Create a new search that will be stored and accessible after logging in to your Grants.gov account'. Below the button is a table of saved searches with two records. A callout bubble (2) points to the 'Delete | View Results | Edit' links in the 'Actions' column, stating: '(2) View and manage existing saved searches after logging in to your Grants.gov account'. The table has columns for Name, Last Updated Date, and Actions.

HOME LEARN GRANTS SEARCH GRANTS APPLICANTS GRANTORS SYSTEM-TO-SYSTEM FORMS **CONNECT** SUPPORT

GRANTS.GOV > Connect > Subscribe To Saved Searches

SUBSCRIBE TO SAVED SEARCHES

Please manage your Saved Searches below (maximum of 15 Searches).

My Saved Opportunity Searches: Add Saved Search »

1-2 of 2 Records

Name	Last Updated Date	Actions
All HHS Grants and Forecasts	09/19/2024	Delete View Results Edit
Grants for Transportation	9/19/2024	Delete View Results Edit

1-2 of 2 Records

SAMHSA GRANTS & GRANTS FORECAST

Grants

[Grants Dashboard](#)

[How to Apply for a SAMHSA Grant](#)

[Grant Review Process](#)

[Grants Oversight](#)

[Grants Management](#)

[Continuation Grants](#)

[Block Grants](#)

[GPRA Measurement Tools](#)

[Contact Information](#)

[Grants Glossary](#)

[Grant Awards Archive](#)

[Grant Awards By State](#)

[Grants Training Materials](#)

Grants

Reminder: Federal financial assistance award recipients are a crucial part of safeguarding Federal funds and maintaining a secure cyber environment. Check out this [Grants.gov blog post](#) to learn more.

Note: A significant change has been made to the registration process for the System for Award Management (SAM). Please refer to the FAQs on the SAM website.



Grant Announcements

SAMHSA announces grant funding opportunities through Notice of Funding Opportunities (NOFOs). Each NOFO contains all the information you need to apply for a grant. To apply for a SAMHSA grant, you must register on [Grants.gov](#).

- » [View all Fiscal Year \(FY\) 2024 Grant Announcements](#)
- » [View FY 2025 NOFO Forecasts](#)
- » [View SAMHSA's Grants Dashboard](#)



Applying for a New Grant

These resources will help you find and apply for funding opportunities. Visit "[Applying for a New SAMHSA Grant](#)" to learn more.

- » [Training Events for Applicants](#)
- » [Registration Requirements](#)
- » [Submitting Your Application](#)
- » [Application Forms and Resources](#)
- » [Guidelines for Consumer and Family Participation](#)

Grants Management



Explore This Section

- » [Block Grants](#)
- » [GPRA Measurement Tools](#)
- » [Grants Glossary](#)

Grant Awards

- » [Complete List of Grant Awards](#)
- » [Grant Awards by State](#)
- » [SAMHSA Grant Awards Archive](#)

SAMHSA Grant-Related Contact Information

Grant Announcement Questions?

Contact the person(s) listed under "Agency Contact" in the Notice of Funding Opportunity (NOFO).

GOVERNMENT AWARD DATABASES

Funder-maintained grant databases are almost always more detailed and current than external sources tracking grants.

TIPS

- **Not all federal agencies** maintain their own user-friendly databases.
- Review **project abstracts** to identify approaches taken by successful grantseekers.

NEA AWARD SEARCH

Export To Excel Export To PDF Export To Text					
1 2 3 4 5 30					1 - 30 of 129 items
CSU Fullerton Auxiliary Services Corporation (CSU Fullerton) (aka CSU Fullerton) FULLERTON CA 92831-3014 To support the commission and premiere of a new work by composer Pamela Madsen during the CSUF New Music Festival. The multi-movement work, Oratorio for the Earth, will be performed by guest artists including HEX Vocal Ensemble, Brightworks New Music Ensemble, and the CSUF New Music Ensemble. Educational activities may include master classes, workshops, and coaching sessions.					1854171-31-19
Fiscal Year:	2019	Grant Amount:	\$10,000	Grant Period:	06/2019 - 05/2022
Category:	Art Works	Discipline:	Music		
Cuyahoga Community College Foundation (aka Tri-C Foundation) (on behalf of Tri-C JazzFest Cleveland) CLEVELAND OH 44115-2833 Purpose: To support artist fees for musical performances at the Tri-C JazzFest Cleveland. Additional Project Description: The summer weekend festival will include ticketed performances by both emerging and established jazz artists in Playhouse Square theaters, as well as free public outdoor concerts featuring mostly Ohio-based musicians. Associated activities will include programs for children, a talk tent for artists' interviews, and educational programming for student musicians, including a vocal jazz event. Intended Beneficiaries: The project will benefit local and regional jazz fans, youth attending free performances and educational offerings, as well as Northeast Ohio musicians performing in the festival. Intended Outcome: Beneficiaries access arts activities and programming.					1906164-31-23
Fiscal Year:	2023	Grant Amount:	\$15,000	Grant Period:	01/2023 - 12/2023
Category:	Grants for Arts Projects	Discipline:	Music		
DePauw University GREENCASTLE IN 46135-1736 To support an artist residency with Sweet Honey in the Rock. Additional Project Description: World renowned and Grammy-nominated African American a capella vocal quartet Sweet Honey in the Rock will visit DePauw University for a multi-day artist residency, which will include activities such as a workshop for high school students and the DePauw Festival Choir, a masterclass for the DePauw Gospel Choir, and rehearsals with students participating in the finale of Sweet Honey in the Rock's culminating public Green Guest Artist Concert. Invitations will be extended to the area's deaf community to residency activities and the concert with ASL interpretation services available throughout. Free concert tickets will be made available to youth, students, seniors, and community members performing in the concert's finale. Intended Beneficiaries: The planned activities will serve general audiences in Indiana, including university, middle, and high school students as well as the local deaf community.. Intended Outcome: Beneficiaries acquire knowledge and skills in the arts.					1895153-31-22



NEH AWARD SEARCH

Search Criteria

Clear Search

Award Number

community engagement

Key Word Search by:

All of these words

Key Words: Whole words only

First Name

Last Name

Organization

Organization Type

State or Jurisdiction

Congressional District

Field(s) of Project

All Selected Fields

Any Selected Field

Search Results

Keywords: community engagement (ALL of these words – matching substrings)
Grant program: Awards for Faculty

Permalink for this Search

Download to Excel

Download to CSV

1 2 3 4 5 Page size: 50

205 items in 5 pages

Award Number	Grant Program	Award Recipient	Project Title	Award Period	Approved Award Total
HB-231942-16	Research Programs: Awards for Faculty	Naomi J. Stubbs	A Critical Edition of the Diary of Harry Watkins, 19th-Century American Actor	7/1/2016 - 8/31/2016	\$8,400.00
HB-231968-16	Research Programs: Awards for Faculty	Michael J. Cholbi	A Philosophical Treatment of the Ethics of Grief	7/1/2016 - 7/31/2017	\$37,800.00
HB-232042-16	Research Programs: Awards for Faculty	Clifford E. Trafzer, PhD	Indigenous and Western Medicine Ways Among Southern California Indians, 1900-1955	7/1/2016 - 6/30/2017	\$50,400.00
HB-232107-16	Research Programs: Awards for Faculty	Peter Limbrick	Moroccan Director Moumen Smihi (b.1945): Arab Modernities and Cinema	7/1/2016 - 6/30/2017	\$50,400.00
HB-232111-16	Research Programs: Awards for Faculty	Kirsten S. Gruesz	Language, Identity, and American Memory in Cotton Mather's La fe del christiano (1699)	3/1/2016 - 12/31/2016	\$50,400.00
HB-232147-16	Research Programs: Awards for Faculty	Ameenah Shakir	Helen Dickens and Medical Activism in Philadelphia, 1935-1980	8/1/2016 - 7/31/2017	\$50,400.00
HB-232154-16	Research Programs: Awards for Faculty	Vaclav Paris	Epic after Evolution: Modernism's National Narratives	2/1/2016 - 7/31/2016	\$25,200.00
HB-232176-16	Research Programs: Awards for Faculty	Bertis Deon English	Civil Wars and Civil Beings: Societal Construction, Reconstruction, and Post-Reconstruction in Perry County, Alabama, 1860-75	1/1/2016 - 12/31/2016	\$25,200.00
HB-232187-16	Research Programs: Awards for Faculty	Omar Santiago Valerio-Jimenez	The US-Mexican War (1846-1848): Mexican Americans, Memory, and Citizenship	8/1/2016 - 5/31/2017	\$42,000.00

NSF AWARD SEARCH

Advanced Search Results

Export up to 3,000 Awards: [CSV](#) | [XML](#) | [Excel](#) | [Text](#) [Email this Link](#) | [Export All Results](#)

Sort By: Relevance Results size: 30 per page Table | List Page 1 of 7 » « ↺ ↻ Displaying 1 - 30 of 183

You Searched For:

State

Active Awards true

Refined by

Refine Search

NSF Organization

- Office Of The Director(9)
- Direct For Mathematical & Physical Scien(21)
- Direct For Social, Behav & Economic Scie(14)
- Direct For Computer & Info Scie & Enginr(12)
- Directorate For Geosciences(12)
 - Directorate For Engineering(38)
- Direct For Biological Sciences(24)
- Directorate for STEM Education(32)
- Dir for Tech, Innovation, & Partnerships(21)

Award Amount

- Less than or equal \$50,000(17)
- Between \$50,001 - \$100,000(5)
- Between \$100,001 - \$500,000(94)
- Between \$500,001 - \$1,000,000(41)
- More than \$1,000,000(26)

Award Instrument

- Standard Grant(124)
- Continuing Grant(43)
- Cooperative Agreement(11)
- Fellowship(5)

CAREER: Teasing Apart the Tempo and Mode of Environmental Adaptation With a Defined Ecological Context and Evolutionary Replication Across Multiple Timescales
Award Number:1651087; Principal Investigator:Andrew Alverson; Co-Principal Investigator;; Organization:University of Arkansas;NSF Organization:DEB Start Date:08/01/2017; Award Amount:\$1,122,324.00; Relevance:48.0;

Efficient THz Emission Using Thin Black Phosphorus Photoconductive Absorber and Loss-free Dielectric Light Trapping
Award Number:1948255; Principal Investigator:Magda El-Shenawee; Co-Principal Investigator:Hugh Churchill, Robert Coridan; Organization:University of Arkansas;NSF Organization:ECCS Start Date:02/15/2020; Award Amount:\$480,070.00; Relevance:48.0;

Type I: University of Arkansas I-Corps Commercialization STEP (STEM Training in Entrepreneurship Practices)
Award Number:1735717; Principal Investigator:Edward Pohl; Co-Principal Investigator:Edward Pohl, Cynthia Sides, Robert Beitle; Organization:University of Arkansas;NSF Organization:TI Start Date:09/01/2017; Award Amount:\$294,888.00; Relevance:48.0;

Clarifying the Role of Inflammation in Social Prejudice
Award Number:2236814; Principal Investigator:Anastasia Makhanova; Co-Principal Investigator;; Organization:University of Arkansas;NSF Organization:BCS Start Date:09/01/2023; Award Amount:\$199,974.00; Relevance:48.0;

CAREER: Enhancing ambient capacitive sensing through improved resolution and multi-modal sensor fusion
Award Number:2237945; Principal Investigator:Alexander Nelson; Co-Principal Investigator;; Organization:University of Arkansas;NSF Organization:IIS Start Date:06/15/2023; Award Amount:\$285,103.00; Relevance:48.0;

Extending the Time and Length Scale of Electronic Structure Methods Through Force Matching
Award Number:2245371; Principal Investigator:Feng Wang; Co-Principal Investigator;; Organization:University of Arkansas;NSF Organization:CHE Start Date:03/01/2023; Award Amount:\$440,500.00; Relevance:48.0;

NSF Convergence Accelerator Track J: Data-driven Agriculture to Bridge Small Farms to Regional Food Supply Chains (L02619644)
Award Number:2236302; Principal Investigator:Meredith Adkins; Co-Principal Investigator:Chase Rainwater, Kristen Gibson, Ngan Le, Yasser Sanad; Organization:University of Arkansas;NSF Organization:ITE Start Date:12/15/2022; Award Amount:\$743,651.00; Relevance:48.0;

NSF Convergence Accelerator Track J: Food EducatioN for Nutritional security and Empowerment in Local communities (FENNEL)
Award Number:2235865; Principal Investigator:Zeeshan Habeeb; Co-Principal Investigator:Yasser Sanad, Suzzette Goldman, Sathish Kumar Ponniah, Vinay Raj; Organization:University of Arkansas at Pine Bluff;NSF Organization:ITE Start Date:12/15/2022; Award Amount:\$750,000.00; Relevance:48.0;

Increase the STEM Pipeline: Investing to Prepare Talented, Low Income Rural Students for Vital STEM Careers
Award Number:2221538; Principal Investigator:Laura Berry; Co-Principal Investigator:Rose Sims, Valerie Martin, Rick Williams; Organization:North Arkansas College;NSF Organization:DUE Start Date:01/01/2023; Award Amount:\$747,759.00; Relevance:48.0;

CAREER: Cold plasma intensified perovskite membrane technology for CO2 utilization

NIH REPORTER

Advanced Projects Search

Reset Search

Researcher and Organization

Fiscal Year [?]
Active Projects
Current FY is 2024

Principal Investigator (PI) [?]
PI Names or Profile IDs, semicolon ";" separated

Organization [?]
Enter at least 3 characters to search

City [?]

State [?]

Country [?]

Congressional District [?]
Please select a state first

Department Type [?]

Organization Type [?]

Text Search

Text Search (Logic) [?]

AND [?]
 OR [?]
 Advanced [?]

2,500 characters left

Limit Project search to [?]

Project Title
 Project Terms
 Project Abstracts

Project Details

Agency/Institute/Center [?]

NIH Spending Category [?]

Funding Mechanism [?]

Admin Funding

AND OR

Publications Search

Find publications associated with extramural or intramural funded projects using PubMed IDs (PMID) or PubMed Central IDs (PMC ID).

Get Started >

Matchmaker

Find potential Program Officials, ICs, and review panels for your research.

Get Started >

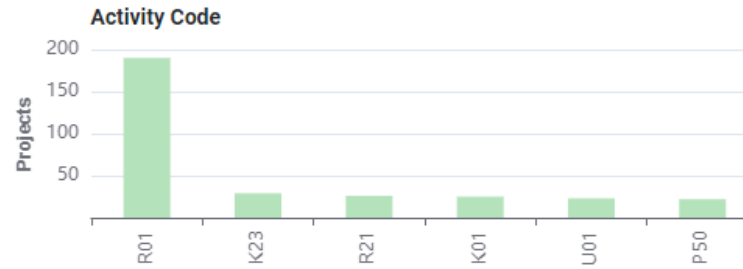
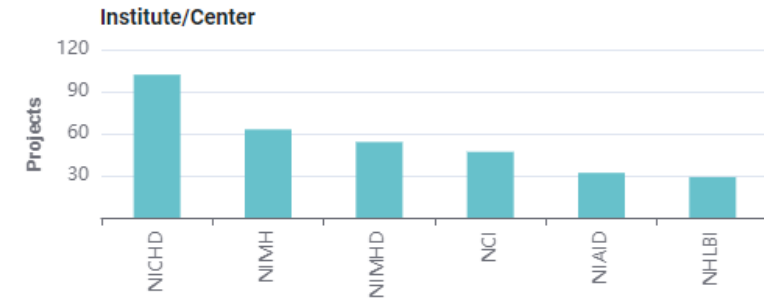


NIH MATCHMAKER

“Rural telehealth intervention focused on mental health promotion”

Matchmaker Results

Top 500 Projects



Act Project	Year	Sub	Principal Investigator(s)/ Project Leader(s)	Organization	Fiscal Year	Admin IC	Funding IC	FY Total Cost by IC	Similar Projects	Match ▼
Innovative Risk Calculator and Telehealth Delivered Parenting Program for Equitable Mental Health Promotion in Pediatric Primary Care: A Hybrid Type 3 Effectiveness-Implementation Study										
1	P50MH132502-01A1	6619	SMITH, JUSTIN D	NORTHWESTERN UNIVERSITY AT CHICAGO	2024	NIMH	NIMH	\$328,385	View >	709
Text4Vax: Understanding the Effectiveness and Implementation of Text Message Reminders for Pediatric COVID-19 and Influenza Vaccines										
1	R01AI182165-01		STOCKWELL, MELISSA S FIKS, ALEXANDER GABRIEL	COLUMBIA UNIVERSITY HEALTH SCIENCES	2024	NIAID	NIAID	\$866,647	View >	547
Testing Technology-Based Implementation Strategies for a Family-Based Pediatric Health Behavior Intervention in Community-Based Primary Care: A Cluster Randomized Factorial Trial										
1	R61HL166976-01A1		BERKEL, CADY SMITH, JUSTIN D	ARIZONA STATE UNIVERSITY-TEMPE CAMPUS	2023	NHLBI	NHLBI	\$1,592,173	View >	539



GRANTS

<https://reporter.nih.gov/matchmaker>

Candid.

FOUNDATION AND PRIVATE DATABASES

Foundation grant databases catalog the grants awarded by foundations and collect background info on funders.

TIPS

- **Large national foundations** are more likely to maintain their own giving databases than small foundations.
- Focus first on its **grantmaking history**.
- Look for as **many indicators** of strong fit as possible.
- “**Recent**” award data is not always reflective of current funder priorities.

FOUNDATION AWARD DATABASES

FOUNDATION DIRECTORY

Foundation Directory Online has a flexible and powerful search interface.

The screenshot displays the 'Foundation Directory' search interface. At the top, a yellow navigation bar contains the text 'Foundation Directory' on the left and 'Help', 'Chat', and a user profile icon on the right. Below this, a grey bar shows 'Professional' on the left and 'Find funding Resources' on the right. The main content area features a search form with several filter categories: 'Subject Area' (with a text input field containing 'What needs funding. Ex: Biodiversity, Education'), 'Geographic Focus' (with a text input field containing 'Where funding will be used'), 'Population Served' (with a text input field containing 'Who will be affected. Ex: At-risk youth, Veterans'), 'Organization Name' (with a text input field containing 'Name of specific grantmaker or recipient'), 'Location' (with a text input field containing 'Location of grantmaker or recipient'), and 'Who's Who' (with a text input field containing 'Someone serving in organization'). A checkbox labeled 'Include U.S. Federal Funders' is checked. A red arrow points to a blue button labeled 'Additional Filters'. At the bottom right of the form is a large blue 'SEARCH' button. A link to 'Close Advanced Search & Filters' is located at the top right of the form area.

PIVOT (NOW OWNED BY PROQUEST) OFFERS THE LARGEST AVAILABLE INTERNATIONAL FUNDING DATABASE ACROSS ALL NATIONAL FUNDERS AND MAJOR INTERNATIONAL FOUNDATIONS

OPPORTUNITY DATABASES

PIVOT

The screenshot displays the PIVOT website interface. At the top, there is a dark red navigation bar with tabs for 'Funding', 'Profiles', and 'Papers Invited'. A search bar is located on the right side of this bar. Below the navigation bar, the main content area is divided into a left sidebar and a main panel. The sidebar, titled 'Funding Discovery', lists categories: 'Most Popular' (10), 'Editor's Pick' (4), 'Health Science Funding News' (4), and 'Humanities and Social Science Funding News' (4). An orange arrow points to the 'Most Popular' category. The main panel features search options: 'Search by text', 'Search by sponsor', and 'Search by keyword'. A search input field contains the text 'Search funding opportunities', with a 'Search Pivot' button and a 'View Tutorial' link. Below the search options, there are links for 'Advanced Search' and 'Search Tips'. The main content area is titled 'Funding Discovery' and contains a paragraph explaining the database's purpose. Below this, there is a section titled 'Browse by Keyword' with a 'Take a Tour' link. A donut chart is displayed, showing the total funding available, which is \$76.94B. The chart is composed of many small segments in various colors, representing different keywords. The text '\$76.94B of funding is available!' is centered within the donut chart.

AMERICAN UNIVERSITY TOOLS AND RESOURCES

[Home](#) > [Find Funding](#)



Who To Contact

Locate who to contact in units and central administration for sponsored programs activities.



Log In to Cayuse

Log in to the Cayuse platform.

Funding Opportunities

[Possible Funding Opportunities Curated in Pivot](#)

[Grants Calendar Early Career Research](#)

[CTRL Funding for Research](#)

[Limited Submissions](#)

[Diversity and Inclusion \(Antiracist Curriculum Development Grant Application\)](#)

Funding Resources

[Locating Funding Opportunities](#)

Search Tools

[Pivot](#)

[Foundation Directory Online](#)

[ProFellow](#)



GRANTS

[AU Find Funding Page](#)

OTHER TOOLS AND RESOURCES – SEARCH ENGINES

Periodically use search engines (and institutional compilations) to explore other opportunities.

- [Grants in the Social Sciences and Humanities](#) (Northeastern)
- [Public Health Reference: Funding for Research](#) (George Washington University)
- [International Grants and Fellowships in Biomedical and Behavioral Research](#) (Fogarty International Center)
- [Sociology Funders/Fellowships](#) (NYU)
- [Research Funding in Social and Behavioral Science](#) (Stony Brook)
- [Humanities Funding Resources A to Z](#) (William & Mary)

Your network can be another important information source:

- Superiors/Mentors
- Peers
- CVs & Acknowledgements Sections of Papers
- Conferences
- Contacts at peer institutions and other partners

An aerial, top-down view of a city street intersection. The image is dark and semi-transparent, with white text overlaid in the center. The street layout shows a grid pattern with diagonal streets. A prominent diagonal street runs from the top-left towards the bottom-right. Another diagonal street runs from the top-right towards the bottom-left. These two diagonal streets intersect each other and also intersect a horizontal street that runs across the middle of the frame. The text "EVALUATING OPPORTUNITIES FOR FIT" is centered over this intersection. The background shows details of the streets, including lane markings, crosswalks, and some buildings or structures. The overall tone is professional and analytical.

EVALUATING OPPORTUNITIES FOR FIT

GATHER PROSPECT INFORMATION

- ✓ Funder type and mission
- ✓ Eligibility restrictions
- ✓ Allowable costs/activities
- ✓ Award information
- ✓ Relevant grantmaking history
- ✓ Key contacts, staff and trustee names and profiles
- ✓ Funding process (e.g., eligibility, timing, amounts, requirements)
- ✓ Indicators of competitiveness
- ✓ Opportunities for connection and communication

**KEEP NOTES IN A LIST,
SPREADSHEET, OR
DATABASE FOR
FURTHER ANALYSIS**

If you keep clicking through prospecting resources, you'll eventually find...

- Request for Proposals (RFP)
- Request for Applications (RFA)
- Notice Inviting Applications (NIA)
- Notices of Funding Opportunity (NOFO)
- Program Announcements
- Program Solicitations

These documents detail the parameters of the competition.

KEY ELEMENTS OF RFPs

- Eligibility
 - Type of Awardee
 - Geographic Limitations
- Funding Amount
- Project Period
- **Program Goals / Metrics**
- Submission Instructions
- Narrative Elements / Scoring Rubric
- Review Process / Audience
- Budget Stipulations
- Additional Resources
 - Application Packages
 - **Previous Awards Databases**
 - References Cited
 - Points of Contact (i.e. Program Officers)

WHAT MAKES A GOOD **GOVERNMENT** PROSPECT?

- Does the program **align with the goals** of my project?
- Does the program **support activities** I plan to pursue in my project?
- Does the program grant **enough funding** to support my project?
- Is there **evidence of past support** to projects similar to mine?
- Is the opportunity well-suited to the **stage of my research**?
- Has the **program officer confirmed alignment** with the program's goals?



WHAT MAKES A GOOD **PRIVATE** PROSPECT?

- ❑ Are your mission and the funder's mission **well-aligned**?
- ❑ What is the long-term **potential of the relationship**?
- ❑ How **challenging** will it be to develop a relationship with the funder?
- ❑ Is there **evidence of past support** of projects like mine?
- ❑ Are there **existing connections** I can leverage through my colleagues or through my institution to cultivate a relationship of my own?



WHO IS THE IDEAL GRANTEE?

Gain an understanding of the ideal grantee from the funder's perspective and do everything you can to match that profile.

- Who is your competition?
- In a perfect world, which organizations does the funder want to support?
- What resources, history, expertise, partnerships, and strategic positioning does the ideal grantee have?
- What distinguishes your organization as an exceptional candidate against the field?



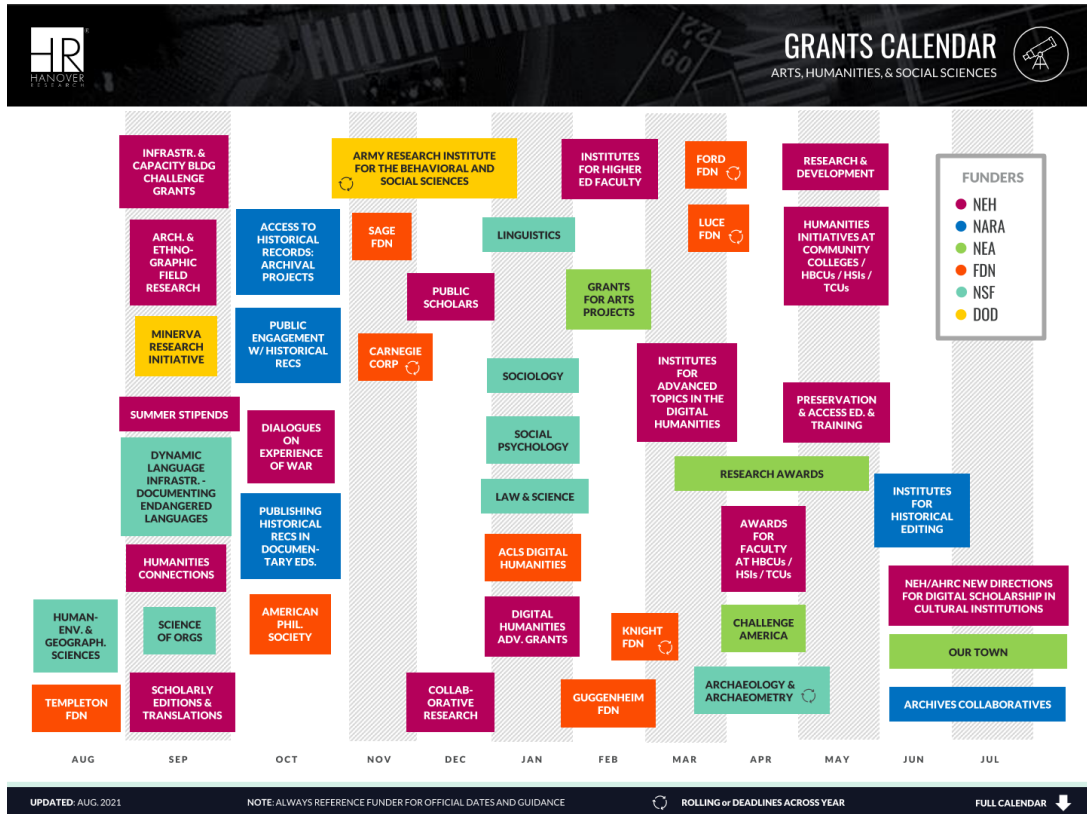
CAST A WIDE NET

- Understand the **different components** of your project and how each could be positioned towards different funders.
 - Giving priorities
 - Allowable activities
 - Grant amounts
- Demonstrating **wide support** for a project is a selling point to prospects.
- Show funders you're already thinking of what to do when they're **out of the picture**.



**A SINGLE FUNDER
OFTEN WON'T SUPPORT
A WHOLE PROJECT OR
INITIATIVE IN
PERPETUITY**

HANOVER'S EMAIL ALERTS



GRANTS WEBINARS

Get notified of upcoming grants webinars to strengthen grantsmanship skills and deepen the knowledge of funding mechanisms.



GRANT ALERTS & PROJECTIONS

Get notifications of new funding opportunities in select areas.



FUNDING CALENDARS

Receive email updates twice a month on funding calendars on a variety of rotating topics.

CLICK to subscribe:
[Hanover Grant Alerts](#)

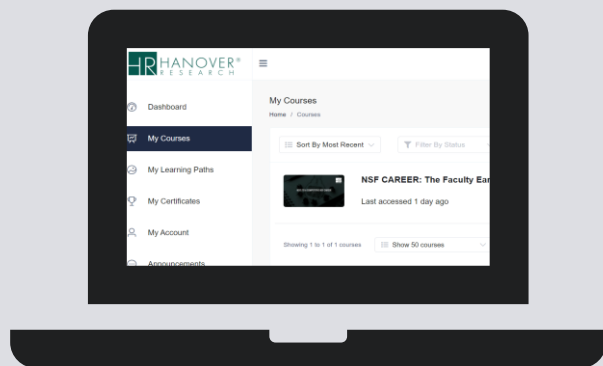
HANOVER RESOURCES

Past Hanover Webinars:

- ✓ [Non-Federal Research Funding Landscape](#)
- ✓ [Funding Landscape for Early Career Researchers](#)
- ✓ [Grant-seeking for Mid-Career Faculty](#)
- ✓ [Breaking Into Mission-Driven Funders](#)
- ✓ [Engaging Collaborators to Enhance Your Proposal](#)
- ✓ [Building Strong Grant Collaborations](#)
- ✓ [Talking to POs: Why, How, and Yes, You Should Do It](#)



GRANTS LEARNING CENTER



- **Build your own grant-seeking capacity with flexible training for faculty**

Hanover's **Grants Learning Center** offers on-demand grantsmanship training designed specifically for higher education professionals. Online training, resources, and tools can be accessed at anytime from anywhere.

KEY FEATURES



Agency-specific federal funding support (for NIH R-series mechanisms & NSF CAREER)



Self-paced modules with step-by-step guidance to develop compelling proposals



Interactive exercises, videos, and resources to navigate the process

Register at <https://glc.hanoverresearch.com/register> with referral code: **Utes**

HANOVER FACULTY PROPOSAL SUPPORT



PROPOSAL REVIEW

~2 WEEKS

- Review the proposal narrative for alignment with funding opportunity announcement;
- Make specific recommendations using margin comments and/or produce a memo outlining high-level recommendations; and
- Debrief via teleconference.



PROPOSAL REVISION

~3 WEEKS

- Review the proposal narrative for alignment with funding opportunity announcement;
- Make specific recommendations using margin comments and/or produce a memo outlining high-level recommendations;
- Track changes to suggest revision to the proposal narrative;
- Track changes to focus on achieving clarity and effective use of language, which include addressing punctuation and grammar; and
- Debrief via teleconference.



STRATEGIC CONSULT

~1 WEEK

- Consultation to ensure alignment with funding mechanism and to evaluate key concerns relating to project competitiveness.
- Hanover support can include concept paper/specific aims review, guidance on fit and competitiveness with funding mechanisms, and consultation call to support proposal planning.



Q & A



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