

# Rural Health Services Funding: A Resource Guide

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## **The Rural Assistance Center**

The Rural Assistance Center (RAC) was established in 2002 as a rural health and human services "information portal" to help rural communities and other rural stakeholders access the full range of available programs, funding, and research that can enable them to provide quality health and human services to rural residents. To accomplish this, RAC gathers and streamlines information from myriad sources and provides easy access to that information.

The health and human services problems in rural areas differ from those in urban. Therefore, access to rural-specific information is critical. In gathering, synthesizing, and disseminating that information, RAC works with the State Offices of Rural Health, the Rural Health Research Centers, Poverty Research Centers, Area Agencies on Aging, American Public Human Services Association, the National Association of State Workforce Agencies, the National Association of Counties, and many other public and private efforts.

To achieve its goals, RAC:

- Identifies and collects sources of rural health and human services research, support programs, funding, and related information;
- Archives and make information accessible;
- Disseminates information and promotes the use of RAC's service by rural communities, researchers, policymakers, and others; and
- Makes the information "actionable" by integrating information into meaningful, policy-relevant and implementation-specific frameworks.

RAC is a collaboration of the University of North Dakota Center for Rural Health (UND-CRH), the Rural Policy Research Institute (RUPRI), the Welfare Information Network (WIN), and the federal Office of Rural Health Policy (ORHP) at the U.S. Department of Health and Human Services, and is located at the University of North Dakota. RAC is directed by Mary Wakefield Ph.D., R.N., director of the Center for Rural Health. Funding comes from ORHP and stems from HHS Secretary Thompson's Rural Initiative, which seeks to create a more integrative framework for the Department's rural portfolio-a portfolio including some 225 programs.

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## INTRODUCTION

Providing health care services to much of rural America has become increasingly difficult in recent years. During the 1970s, rural communities thrived with economic expansion and unprecedented population growth. At that time, rural health providers represented viable institutions offering an array of medical services to their communities. By the early 1980s, however, thousands of communities were confronted with downturns in agriculture, mining, timber, and manufacturing -- bringing a near halt to population growth and eroding health care services, as well.

A new statistical profile of rural America emerged: one with a greater number of unemployed and underemployed residents, a greater number of residents with little or no health insurance, and a higher proportion of both young and old residents. The collapse of health care services in many areas, such as rural hospital closures, began to feed and accelerate this transformation.

In the 1990's, rural health care providers began to rally in the face of this challenge. They have been developing new strategies for meeting the needs of their communities, and have been working creatively with their colleagues and neighboring communities to maximize resources.

Much of that effort has been enhanced with financial and technical assistance from federal, state, and private institutions. In the spirit of that same assistance, this publication is offered to those who are working to assure and improve health care in rural America now and throughout the decade.

Some of the titles listed in this publication are owned by the National Agricultural Library (NAL) and may be borrowed from the library through interlibrary loan. For this service, refer to the Document Delivery Services to Individuals lending policy at the end of this document for information on obtaining those documents. For other documents, contact the appropriate publisher or company (see Publishers' Contact Information), or check with your local public or university library.

## I. THE FUNDING PROCESS: AN OVERVIEW OF GRANTSMANSHIP

The process of grantsmanship covers a broad scope of activities including preliminary planning and research, proposal development, and proposal follow-up. Throughout this process, two questions are commonly asked by grantseekers, "Where is the money available?" and "How do I get funding?" The following discussion addresses these questions and provides information for grantseekers in search of funding dollars.

### Where Does the Money Come From?

The two primary sources of grant money are public and private funds. Public funds are obtained from governmental units, such as federal, state, and local agencies. Private funds, on the other hand, come from organizations involved in charitable giving, such as foundations, direct giving programs, voluntary agencies, and community groups (see Figure 1).

**FIGURE 1: SOURCES OF FUNDING**

### PUBLIC

<b>Federal Government</b>	<b>State Government</b>	<b>Local Government</b>
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### PRIVATE

<b>Foundations</b>	<b>Direct Giving Programs</b>	<b>Voluntary Agencies</b>	<b>Community Groups</b>
<ul style="list-style-type: none"> <li>• Private</li> <li>• Corporate</li> <li>• Community</li> </ul>	<ul style="list-style-type: none"> <li>• Corporate</li> </ul>	<ul style="list-style-type: none"> <li>• Easter Seal Society</li> <li>• American Red Cross</li> <li>• American Cancer Society</li> </ul>	<ul style="list-style-type: none"> <li>• Churches</li> <li>• Civic Associations</li> </ul>

## Public Funding

The federal government administers several types of grants designed to accomplish different purposes, such as conducting scientific research, demonstrating a particular theory, or delivering services to a specific population. Examples of these grants include:

- **Research** grants -- to support investigation aimed at the discovery of facts, revision of accepted theories, or application of new or revised theories (e.g., HIV/AIDS research);
- **Demonstration** grants -- to demonstrate or establish the feasibility of a particular theory or approach (e.g., Rural Health Outreach, Network Development and Telemedicine Grant Program);
- **Project** grants -- to support individual projects in accordance with legislation that gives the funding agency discretion in selecting the project, grantee, and amount of award (e.g., Area Health Education Centers - Model Programs);
- **Block** grants -- to provide states with funding for a particular purpose (e.g., the delivery of maternal and child health services); and
- **Formula** grants -- to provide funding to specified grantees on the basis of a specific formula, using indicators such as per capita income, mortality or morbidity rates, outlined in legislation or regulations (e.g., certain substance abuse programs).

Many of the health grant programs administered by the federal government are based on the pursuit of national objectives, such as those originally outlined in the report, *Healthy People 2000: National Health Promotion and Disease Prevention Objectives*, and continued in the next volume, *Healthy People 2010*. These reports, published by the U.S. Department of Health and Human Services, set forth the nation's major health objectives through the year 2010 (e.g., access to preventive services for all Americans). Some of the federal offices offering grant programs and other assistance are listed in Section III.

In addition to federal funding, state and local agencies also administer grants. Monies used to support these programs are obtained primarily through state and local tax revenues and funds received from the federal government (e.g., block and formula grants).

## Private Funding

Private funding can be obtained from a variety of sources, such as foundations, corporations, voluntary agencies and community groups. For the most part, philanthropic organizations fund programs which either address their individual interests (e.g., farm safety) or benefit a particular group (e.g., company employees and their dependents). For example, the Brookdale Foundation, which focuses on the needs of the elderly, supports a surrogate parenting program for grandparents and other relatives who have taken on the responsibility of surrogate parenting when the biological parents are unwilling or unable to do so.

A brief description of the major types of philanthropic organizations is provided below.

1. **Private foundations** - foundations which receive income from an individual, family or group of individuals. The funding priorities of private foundations are usually based on the personal philosophies of the founding members. The two private foundations that probably make the most grants for rural health projects are the Robert Wood Johnson Foundation of Princeton, NJ and the R.W. Kellogg Foundation of Battle Creek, MI.
2. **Corporate foundations** - foundations which receive contributions from a profit-making entity, such as a corporation (e.g., Citigroup Foundation).
3. **Community foundations** - foundations involved in grant giving within a specific community, state, or region (e.g., Northwest Area Foundation).
4. **Direct giving programs** - philanthropic arms of corporations which donate goods and services for charitable causes (e.g., IBM Corporation).
5. **Voluntary agencies** - private organizations which support charitable programs that are consistent with their overall mission. The American Red Cross, for example, provides printed materials and staff consultation for health projects in various communities.
6. **Community groups** - local organizations which focus on supporting projects within their communities. Examples of these organizations include churches, Junior Leagues, and civic associations.

Foundation directories are listed in Section II.C. Foundations that are particularly active in rural health are listed in Appendix C.

### **How Can I Obtain Funding?**

Regardless of the type of funding desired, the grantsmanship process involves three distinct phases: preliminary planning and research, effective proposal writing, and proposal follow-up. To complete these phases successfully, the grantseeker should consider the following steps.

**FIGURE 2: Steps in the Funding Process**

<b>STEPS</b>	<b>QUESTIONS TO CONSIDER</b>
<b>Step 1: Identify a Need</b>	<ul style="list-style-type: none"> <li>• What is the funding need?</li> <li>• How does my plan address the need for assistance?</li> </ul>
<b>Step: Identify Funding Sources</b>	<ul style="list-style-type: none"> <li>• Who should I approach for funding?</li> <li>• How do I obtain information about potential funders?</li> </ul>
<b>Step 3: Develop a Proposal</b>	<ul style="list-style-type: none"> <li>• What are the goals and objectives of the program?</li> <li>• How will the program be carried out?</li> <li>• How will I budget the program?</li> <li>• What type of proposal format should be used (e.g., forms or letters)?</li> </ul>
<b>Step 4: Submit a Proposal</b>	<ul style="list-style-type: none"> <li>• Can I meet the funders application deadlines?</li> <li>• Am I sending the proposal to the appropriate contact?</li> <li>• Am I properly completing the proposal and submitting the appropriate forms?</li> </ul>
<b>Step 5: Follow-Up</b>	<ul style="list-style-type: none"> <li>• Was the proposal accepted?</li> <li>• If not, why not?</li> <li>• Should I submit a revised proposal?</li> </ul>

Although not exhaustive, these steps provide a general "game plan" for individuals embarking on a grant search. By following these guidelines, grantseekers can prepare a more effective funding strategy and increase their overall chances of success. Additional "how-to" resources discussing the grantsmanship process are provided in the Recommended Reading section of this publication.

**How Do I Get Started?**

Perhaps the hardest part of the grantsmanship process is getting started! With this in mind, the following checklist has been developed to help grantseekers get off on the right track.

- **Contact Your State Office of Rural Health**

These offices represent a good starting point for funding assistance. Although their services vary, many can provide grantseekers with technical assistance, information on fundraising workshops, and lists of community, regional, and state funding agencies. Refer to Appendix A for state office contact information.

- **Become Familiar with the Grantsmanship Process**

If you are a first time grantseeker, you may wish to attend a grant writing workshop or team up with an experienced fundraiser. In addition, you may also wish to hire a professional consultant for proposal guidance and development. A visit to a local public library may provide assistance in locating funding resources and reading materials.

- **Check the Funding Sources in Your Own Back Yard**

Oftentimes grantseekers approach the larger, national foundations for projects which may be more attractive to local, community funders. Remember, national funders support projects which have a broad impact, while smaller foundations support those which affect their own community. Be sure to consider this when beginning your search. A list of Statewide Foundation Directories is presented in the following section.

- **Pursue Several Potential Funders**

Be sure to identify several potential funders when conducting your search. The odds of a successful search are greater when you approach a variety of funders.

- **Check in with us**

Staff of the Rural Information Center may be able to direct you to potential funding sources or to clarify information in this publication.

## **Funding Tips**

A variety of publications and funding resources offer helpful suggestions to ease the grantwriting process. The following tips are taken from several publications by grantwriting experts.

- Find the natural link between your program and the foundation or corporation's funding interest.
- Ask a foundation for an annual report. Use this publication to discover the mission of the foundation and other important facts.
- In planning projects and selecting prospects, remember that most large foundations and corporations look for projects that have national impact.
- Federal government Request for Proposals (RFP) have very strict formats. Avoid disqualification by filling in all the blanks and following directions carefully.
- When writing the application, remember these simple steps: (1) create a vivid mental picture, and (2) use the active voice.
- Avoid sweeping statements, platitudes, and academic jargon.
- Describe the current condition you want to correct. Use examples.
- Show cost-effectiveness.
- Be sure to mention if the project can be replicated elsewhere.
- Proofread final draft. Have a second person check the application.

## II. INFORMATION SOURCES FOR RURAL HEALTH FUNDING

Once a program need has been determined, grantseekers must begin the task of identifying potential funding sources. The following section outlines the range of investigative tools and directories available to grantseekers and describes information sources for both public and private funding (see Figure 3).

**FIGURE 3: Information Sources for Federal, State and Private Funding**

<b>SOURCES</b>	<b>FEDERAL</b>	<b>STATE</b>	<b>PRIVATE</b>
<b>Agencies/ Information Centers</b>	Federal Agency Grant Offices USDHHS Regional Offices State Offices of Rural Health RIC	Local Libraries State Offices of Rural Health State Health Departments	Foundation Center Libraries Local Libraries RIC
<b>Databases</b>	CFDA *	CFDA *	FC Search
<b>Publications</b>	<i>Catalog of Federal Domestic Assistance (CFDA)* Federal Grants &amp; Contracts Weekly Federal Register* Government Assistance Almanac NIH Guide for Grants &amp; Contracts*</i>	<i>Catalog of Federal Domestic Assistance (CFDA)* Government Assistance Almanac Local/State Funding Reports State Catalogs**</i>	<b>Foundations:</b> <i>The Foundation Directory Foundation Grants Index Guide to US Foundations State Foundation Directories+</i>
<b>Publications</b>			<b>Corporations:</b> <i>Corporate Foundation Profiles+ Corporate Giving Directory Directory of Corporate &amp; Foundation Givers National Directory of Corporate Giving State Foundation Directories+</i>

\*Also available on the World Wide Web (see Section IV for more access information)

\*\*Where available

+Includes information on small and community foundations

## A. Federal Information Sources

**Catalog of Federal Domestic Assistance.** Executive Office of the President, Office of Management and Budget, and U.S. General Services Administration. Washington, DC: U.S. Government Printing Office. Year-end annual with mid-year update. URL: <http://www.cfda.gov>.

The *Catalog* is an annual listing of funding programs sponsored by the federal government. Information on grant eligibility, application procedures, selection criteria, and program deadlines can be obtained through a variety of indexes including subject, function, and agency. Many large public libraries also maintain a copy. (For information on electronic access, see Section IV.)

**Commerce Business Daily.** U.S. Department of Commerce. Washington, DC: U.S. Government Printing Office. Published daily. URL: <http://cbdnet.gpo.gov/>.

The *Commerce Business Daily* is published five times a week and includes announcements of proposed government procurements, contract awards, and sales of surplus property. (For information on electronic access to CBD, see Section IV.)

**Community Health Funding Report.** G. Gill, editor. Silver Spring, MD: CD Publications. Bimonthly series.

Information on both public and private funding programs is outlined in this bimonthly publication. Programs supporting AIDS, community/migrant health, health education, maternal and child health, mental health, and substance abuse are presented. Also included in the report are updates on federal regulations and legislation. (Web site info: URL: <http://www.cdpublications.com/funding/communityhealthfunding.htm>).

**Federal Assistance Monitor.** Silver Spring, MD: CD Publications. Bi-weekly series.

This bi-weekly newsletter gives a comprehensive review of federal funding announcements, private grants, rule changes, and legislative actions affecting all community programs, including social services, education, and health, plus tips on funding.

**Federal Funding Sources for Rural Areas.** M. L. Reynnells. Rural Information Center Publication Series. Beltsville, MD: National Agricultural Library, Rural Information Center. Annual series.

This annual publication highlights federal grant opportunities relevant to rural areas. The program descriptions are taken from the *Catalog of Federal Domestic Assistance*. A subject index is included along with a listing of programs by department. Online version also available.

**Federal Grants and Contracts Weekly.** Frederick, MD: Aspen Publishers, Inc. Weekly series.

This publication, produced 50 times a year, includes information on federal grants and contracts related to research, training, and services. *Federal Grants* highlights grant and contract notices from both the *Federal Register* and the *Commerce Business Daily*. Online version also available.

**Federal Grants Management Handbook.** Thompson Publishing Group Staff. Washington, DC: Thompson Publishing Group.

This continually updated, two-volume set includes a guide that analyzes, interprets, and presents complex grant administration requirements, including key financial management rules, compliance, requirements, and various management options. *Current Developments*, a monthly newsletter section, keeps track of recent events affecting federal grant administration. Online version also available.

**Federal Register.** U.S. National Archives and Records Administration, Office of the Federal Register. Washington, DC: U. S. Government Printing Office. Published daily.  
URL: [http://www.access.gpo.gov/su\\_docs/aces/aces140.html](http://www.access.gpo.gov/su_docs/aces/aces140.html)

The *Federal Register* is published daily, Monday through Friday, and provides information on federal assistance (e.g., grants and contracts), legal notices, meeting announcements, and public regulations. The *Federal Register* is also available at many large public libraries. (For information on electronic access, see Section IV.)

**Government Assistance Almanac: The Guide to All Federal Financial and Other Domestic Programs.** J. R. Dumouchel. Detroit, MI: Omnigraphics, Inc. Annual series.

The *Government Assistance Almanac* highlights the 1,288 federal assistance programs published in the *Catalog of Federal Domestic Assistance*. Easy to use indexes assist grantseekers in identifying federal programs relevant to their funding area. For each entry, specifics about the program's type, purpose, eligibility, and contacts are reviewed.

**Guide to Federal Funding for Governments and Non-Profits.** C. Edwards, editor. Arlington, VA: Government Information Services. Year-end annual with monthly updates.

The annual guide describes federal grant programs in a variety of areas, such as health, human services, community development, and child care. Programs for special populations, such as Native Americans, are also included. As a supplement to the guide, a monthly update is published to reflect program changes throughout the year.

**Health Grants and Contracts Weekly.** Frederick, MD: Aspen Publishers, Inc. Weekly series.

This weekly series presents health grant information for both public and private institutions. Selected grant information from the *Federal Register*, *Commerce Business Daily*, and *NIH Guide for Grants and Contracts* is included.

**NIH Guide for Grants and Contracts.** U.S. Department of Health and Human Services, National Institutes of Health. Washington, DC. Weekly series. URL: <http://grants.nih.gov/grants/guide/index.html>.

This weekly publication announces the extramural research activities funded by the National Institutes of Health (NIH). In 1995, the printed version of this publication was discontinued; it is only available electronically. (See Section IV for more information on electronic access.)

## **B. State Information Sources**

### **Government Publications**

**Catalog of Federal Domestic Assistance.** Executive Office of the President, Office of Management and Budget, and U.S. General Services Administration. Washington, DC: U.S. Government Printing Office. Year-end annual with mid-year update. URL: <http://www.cfda.gov>.

The *Catalog* includes a listing of the federal block and formula grants which are administered directly through state agencies. Many large public libraries also maintain a copy.

**Local/State Funding Report.** Washington, DC: Government Information Services. Weekly series.

This weekly publication reports on federal and private sector funding for local and state governments and for nonprofit organizations.

### **Government Agencies**

#### **State Offices of Rural Health**

The Federal Office of Rural Health Policy provides funding for state Offices of Rural Health in all 50 states. Each state office identifies state programs relating to rural health and provides technical assistance to organizations interested in obtaining financial assistance. These offices also serve as information clearinghouses on rural health care issues, research findings relevant to rural health care, recruitment and retention issues of health professionals, and innovative approaches to the delivery of health care in rural areas. A list of these offices is provided in Appendix A.

#### **State Governmental Agencies**

Agencies administering grant programs are also useful sources of funding information. Examples of departments supporting rural health activities include health, mental health/substance abuse, social services, and transportation. A directory of these agencies should be available through your local library. The Centers for Disease Control also maintains links to state and selected county health department web sites on its "Information Networks and Other Information Sources" web page. URL: <http://www.cdc.gov/other.htm>.

In some states, information on local assistance programs is often published within a state catalog or directory. For more information about these resources, contact your local library or State Department of Planning.

### **C. Private Information Sources**

Grantseekers pursuing private funding have a variety of resources available to them including directories, indexes, subject guides, on-line databases, annual reports, governmental offices, and local libraries (see Figure 3 and Figure 4). A brief review of these resources is provided below.

#### **Directories/Indexes**

Many of these resources are published by The Foundation Center, an independent service group established "...to provide an authoritative source of information on private philanthropic giving." The Foundation Center disseminates its information through a core reference collection located in over 100 libraries nationwide. To learn more about these participating libraries, contact The Foundation Center at 1-800-424-9836, or visit their Website at: <http://www.fdncenter.org>. (See Section IV for more information on electronic access.)

#### **Foundations and Corporations**

**Annual Register of Grant Support: A Directory of Funding Sources.** New Providence, NJ: R. R. Bowker. Annual Series.

Updated yearly, this directory lists over 3,000 organizations, foundations and corporations organized by 11 major subject areas, and categorized by three indexes: subject, organization and program, and geographical. Also included is a step-by-step proposal writing guide.

**Chronicle of Philanthropy.** Washington, DC: The Chronicle. Biweekly series. URL: <http://www.philanthropy.com>.

The *Chronicle*, a biweekly series, reports news of interest to both grant seekers and grant givers, including trends in funding, summaries of annual reports from foundations, lists of awards, and a calendar of philanthropic events.

**Corporate Foundation Profiles.** 12th ed. New York, NY: Foundation Center, 2002.

*Corporate Foundation Profiles*, a supplement to the *National Directory of Corporate Giving*, provides a detailed examination of over 200 of the largest corporate foundations. Program policies, funding guidelines, recently awarded grants, and trends in giving are included for each foundation.

**Corporate Giving Directory.** Farmington Hills, MI: The Taft Group (Gale Publishing). Annual series.

This sourcebook presents the grant-giving activity of the 1,000 largest corporate foundations. Aside from financial data, the directory also provides useful information on corporate philosophies, priorities, and grant officers. Multiple indexes are available for easy reference.

**Corporate Philanthropy Report.** Frederick, MD: Aspen Publishers, Inc. Monthly series.

This monthly newsletter gives the inside view on the critical issues influencing corporate philanthropy that can shape development of corporate contributions strategies. Essential information for nonprofit and corporate professionals who develop and operate philanthropic fundraising is included.

**Corporate Yellow Book: Who's Who at the Leading U.S. Companies.** New York, NY: Leadership Directories. Quarterly series.

A guide to information on executives who manage the leading U.S. Companies, this resource includes over 1,000 companies, their corporate executives, and board members. A useful industry index divides the corporations into subject areas such as health and medical services and products, pharmaceuticals, and telecommunications.

**Directory of Biomedical and Health Care Grants.** Phoenix, AZ: Oryx Press. Annual series.

This directory lists over 3,000 federal, state, and private grants related to health programs. The directory covers such health topics as AIDS, alcohol abuse, behavioral medicine, child/maternal health, community outreach, and health care delivery.

**Directory of Health Grants.** 2nd edition. Loxahatchee, FL: Research Grant Guides, 1998.

This directory provides a listing by state of more than 700 foundations. Foundation profiles include information on grants available to nonprofit organizations for health and hospital services. Also included is an article entitled "Raising Funds During Health Care Reform: Surviving the Chaos." Note: This directory is being discontinued with the second edition, but copies are still available.

**Directory of Research Grants.** Phoenix, AZ: Oryx Press. Annual series.

A listing of federal, private, and educational institution based research grants is featured in this annually published directory. Includes information on more than 5,100 current programs from 1,880 sponsors, including U.S. and foreign foundations, corporations, government agencies, and other organizations. Subject areas used in this publication for scholarships, fellowships, conferences and internships include: health care administration, AIDS/HIV, cardiology, immunology, psychology, and Native Americans.

**Foundation and Corporate Grants Alert.** Frederick, MD: Aspen Publishers, Inc. Monthly series.

Compiled monthly, this report covers the nation's foundation and corporate funds through advanced inside information on private giving, including amounts and purpose of awards, and contacts and tips to improve chances of winning funding.

**The Foundation Directory.** Foundation Center Staff, and Margaret Mary Feczko, editors. New York, NY: Foundation Center. Annual series.

*The Foundation Directory* provides general information on the nation's top grantmaking programs. This resource features key facts on the nation's top 10,000 foundations by total giving. Describes the funding activity of over 6,700 U.S. foundations holding assets of more than \$2 million or giving of at least \$200,000 annually. For each foundation, details on financial status, purpose and activities, types of support, program limitations, and application procedures are included.

**The Foundation Directory, Part. 2.** S. Olson, and M. Ziomkowski, editors. New York, NY: Foundation Center. Biennial. 2002.

This directory focuses on mid-sized foundations and highlights more than 4,200 grantmakers' holding assets of less than \$1 million and conducting annual giving campaigns of between \$25,000 and \$100,000. Financial data are featured for each foundation, along with examples of recently awarded grants.

**Foundation Directory Supplement.** New York, NY: Foundation Center.

Updates Foundation Directory and Foundation Directory, Part 2.

**Foundation Finder.** New York, NY: Foundation Center. A free database that provides basic facts on more than 70,000 private and community foundations in the U.S. Search by foundation name. Available at: <http://lnp.fdncenter.org/finder.html>.

**Foundation Grants Index on CD-ROM.** New York, NY: Foundation Center. Annual. December 2001.

*The Foundation Grants Index* provides cumulative listings of grants awarded by more than 1,000 foundations. Entries are indexed by subject area, grant recipients, geographic interest, and type of program support. This resource is especially useful for individuals tracking a particular type of funding, such as health and human services.

**Foundation Grants to Individuals.** New York, NY: Foundation Center. Annual series.

This publication describes over 2,250 independent and corporate foundations that are most likely to support an individual grant application. Chapters include general welfare and medical assistance, education grants, and grants for company employees.

**Foundation 1000.** New York, NY: Foundation Center. Semiannual series.

This reference features the giving activity of the top 1,000 grantmakers published in *The Foundation Directory*. Comprehensive analyses are presented for each foundation describing their geographic interest, recipient type, area of support, and programs funded. *Foundation 1000* is especially helpful when extensive research is required on a particular funder.

**Foundation Reporter.** Farmington Hills, MI: The Taft Group (Gale Publishing). Annual series.

Ten indexes help locate information on America's leading 1,000 foundations. Entries include contact, application and review procedures, new initiatives, and contributions analysis. Biographical information on officers and directors is also included. This title is also available in a customized edition on diskette or magnetic tape.

**Grantmakers Directory.** San Diego, CA: National Network of Grantmakers, 2000-2001.

This directory lists over 200 funders of social and economic justice work and 20 foundation-related resource organizations. Grantmakers are listed alphabetically, by funding priority, and by geographic limitations. A notation is made for organizations that accept the common grant application form. Extensive indexes are provided.

**Grants for Health-Related Nonprofit Organizations: A Guide to Non-Research Funding.** Frederick, MD: Aspen Publishers, Inc., 1995.

This directory provides profiles of over 500 private and corporate health-related funding organizations. Profiles include contact information, geographic restrictions, giving priorities, examples of recent grants awarded, and application information. Also included are grantseeking tips and an appendix of additional grantseeking resources.

**Grantsmanship Center Magazine.** Los Angeles, CA: The Grantsmanship Center. Quarterly series. URL: <http://www.tgci.com/magazine/archives.asp>

This publication is distributed free of charge to nonprofit organizations and government agencies. Articles from past issues are also available on the Web. Topics covered include proposal writing/grantseeking, foundation/corporate funding, and government funding.

**Guide to U.S. Foundations, Their Trustees, Officers, and Donors.** New York, NY: Foundation Center. Annual series.

Volume One provides information on over 39,000 private, corporate, and community foundations. Entries include donor information, publications for further research, and giving limitations. Volume Two includes a comprehensive index of trustees, officers, and donors affiliated with foundations as board members, donors, and volunteers.

**Health Funds Grants Resources Yearbook.** 9th ed. Manasquan, NJ: Health Resources Publishing, 2001.

This publication provides information on the health grant priorities of major foundations, corporations, and the federal government, including trends in health care giving. Assistance to the grantseeker is provided through planning charts and worksheets. A section on "community-rural health" is included.

**Health Grants Funding Alert.** Manasquan, NJ: Health Resources Publishing. Monthly series.

Supplying the latest news on federal, foundation and corporate grants for health, this monthly newsletter supplies current information on changes and additions in foundation funding interests and priorities. Profiles of major health funding foundations and corporations are included, along with an overview of the health funding scene.

**Health Policy Grantmaking: A Report on Foundation Trends.** New York, NY: Foundation Center, 1998.

This report provides information on the health policy share of foundation giving for health, presents growth areas in health policy funding, and identifies leading grantmakers by funding level and programmatic interests. Profiles for over 15 leading national and state foundations are included.

**National Directory of Corporate Giving.** 8th ed. New York, NY: Foundation Center, 2002. Irregular series.

The *National Directory* highlights the funding activity of over 2,000 organizations involved in corporate giving. Grantseekers can evaluate the health priorities of each grantmaker by using the current giving section of the directory. Data regarding personnel, application requirements, financial status, and giving limitations are provided for each entry.

**National Directory of Nonprofit Organizations.** Rockville, MD: The Taft Group. Annual Series. Two volumes.

More than 250,000 organizations, many with incomes in excess of \$100,000 are listed in this comprehensive directory. Exact annual income figures are reported along with organization name, address, and phone number. Volume One lists organizations with annual revenues of \$100,000 or more, and Volume Two covers organizations with annual revenues between \$25,000 and \$99,999.

**National Guide to Funding in Health.** 7th ed. New York, NY: Foundation Center, 2001.

The *National Guide* describes over 10,000 grantmakers involved in awards to hospitals, community health organizations, universities, and research institutes. In addition to general program data, grant descriptions are also provided for many of the foundations listed.

**FIGURE 4: Information Sources by Type of Funding Search**

SEARCH STRATEGY	RESOURCE
<b>Subject</b> search (e.g., health or medical funders)	<ul style="list-style-type: none"> <li>• <i>Foundation Grants Index</i></li> <li>• <i>Grants for Alcohol &amp; Drug Abuse</i></li> <li>• <i>Grants for Hospitals, Medical Care &amp; Research</i></li> <li>• <i>Grants for Mental Health, Addictions &amp; Crisis Services</i></li> <li>• <i>Grants for Public Health &amp; Diseases</i></li> <li>• <i>National Guide to Funding in Health</i></li> </ul>
<b>Geographic</b> search (e.g., community, state, regional or national funders)	<ul style="list-style-type: none"> <li>• <i>The Foundation Directory</i></li> <li>• <i>National Guide to Funding in Health</i></li> <li>• <i>Statewide Foundation Directories</i></li> </ul>
<b>Program</b> search (e.g., capital costs, operating expenses, technical assistance , or seed money)	<ul style="list-style-type: none"> <li>• <i>The Foundation Directory</i></li> <li>• <i>Directory of Corporate &amp; Foundation Givers</i></li> <li>• <i>National Directory of Corporate Giving</i></li> <li>• <i>National Guide to Funding in Health</i></li> </ul>

**Statewide Foundation Directories and Databases**

For the grantseeker interested in local funding, statewide directories and databases provide valuable information on local funding sources. Compiled by organizations such as grantmaking associations and state governments, these directories and databases highlight the funding patterns of local givers often excluded from the larger, national directories. More than 40 states publish foundation directories and, in many cases, make them available through their local public libraries. Some directories are updated annually, while others are updated as needed.

For additional information on state foundation resources, see the Foundation Center's web site for Topical Resource Lists, State and Local Funding Directories: A Bibliography.

**Alabama**

*Alabama Foundation Directory*. Birmingham, AL: Birmingham Public Library, 1996. [Latest edition as of 2002].

*Southeastern Foundations II: A Profile of the Region's Grantmaking Community*. New York, NY: Foundation Center, 1999.

**Alaska**

*The 2004 Alaska Funding Guide: Alaska Foundations and Corporate Giving Programs*. 10th ed. Anchorage, AK: The Foraker Group, Anchorage, AK

*Philanthropy Northwest Member Directory*. Seattle, WA; Philanthropy Northwest, 2002.

**Arizona**

*Arizona Guide to Giving, 2001-2002*. 7th ed. Glendale, AZ: Just Grants! Arizona, 2001.

**Arkansas**

*Arkansas Funding Directory*. Little Rock, AR: Nonprofit Resources, Inc., 1998.

*Southeastern Foundations II: A Profile of the Region's Grantmaking Community*. New York, NY: Foundation Center, 1999.

**California**

*California Foundation DataBook*. Portland, OR: C&D Publishing, 2001. Sample pages available at: <http://www.foundationdatabook.com/>.

*Guide to California Foundations*. 11th edition. San Francisco, CA: Northern California Grantmakers, 1999. (Sample pages available at: <http://www.ncg.org/>.)

**Colorado**

*Colorado Grants Guide*. Denver, CO: Community Resource Center. Biennial series. 2001-2002.

**Connecticut**

*Guide to Connecticut Grantmakers*. Hartford, CT: Connecticut Council for Philanthropy. 1999, latest edition in print. All editions thereafter on CD-ROM; 2001 latest CD-ROM edition. Future editions will be web-based, by subscription.

**Delaware**

*Directory of Delaware Grantmakers*. Wilmington, DE: Delaware Community Foundation, 1998. Published every four years.

**District of Columbia**

*Guide to Greater Washington, D.C. Grantmakers on CD-ROM*. Annual. New York, NY: Foundation Center. Note: Paper edition no longer available.

**Florida**

*The Complete Guide to Florida Foundations*. Miami, FL: Florida Funding Publications, 2002. Annual.

*Florida State Grant Programs*. Miami, FL: Florida Funding Publications. Annual.

*Southeastern Foundations II: A Profile of the Region's Grantmaking Community*. New York, NY: Foundation Center, 1999.

### **Georgia**

*Georgia Foundation Directory and Service*. Atlanta, GA: Sinclair, Towne, and Co., 2002.

*Southeastern Foundations II: A Profile of the Region's Grantmaking Community*. New York, NY: Foundation Center, 1999.

### **Idaho**

*Directory of Idaho Foundations*. Elaine C. Leppert, ed. Caldwell, ID: Caldwell Public Library, 1999.

*Philanthropy Northwest Member Directory*. Seattle, WA; Philanthropy Northwest, 2002.

### **Illinois**

*Illinois Funding Source*. Chicago, IL: Donors Forum of Chicago, 2002 (online only).

### **Indiana**

*Directory of Indiana and Kentucky Grantmakers*. Indiana Grantmakers Alliance, 2001-2002.

### **Iowa**

*Iowa Foundation DataBook*. Portland, OR: C&D Publishing, 2000. Sample pages available at: <http://www.foundationdatabook.com/>.

### **Kansas**

*Directory of Kansas Foundations*. Topeka, KS: Kansas Nonprofit Association, 2000-2001.

### **Kentucky**

*Directory of Indiana and Kentucky Grantmakers*. Indiana Grantmakers Alliance, 2001-2002.

*The Kentucky Foundation Directory*. Cincinnati, OH: MR and Company. Annual series.

*Southeastern Foundations II: A Profile of the Region's Grantmaking Community*. New York, NY: Foundation Center, 1999.

### **Louisiana**

*Louisiana Foundation DataBook*. Portland, OR: C&D Publishing, 2000. Sample pages available at: <http://www.foundationdatabook.com/>.

*Southeastern Foundations II: A Profile of the Region's Grantmaking Community*. New York, NY: Foundation Center, 1999.

### **Maine**

*Maine Directory of Grantmakers*. Portland, ME: Maine Philanthropy Center, annual.

**Maryland**

*Association of Baltimore Area Grantmakers Member Directory*. Baltimore, MD: The Association of Baltimore Area Grantmakers, 2001.

*Index of Private Foundation Reports and Supplemental Index*. Maryland Attorney General's Office. Baltimore, MD: Attorney General's Office. Annual series.

*Maryland Funders*. Ellicott City, MD: Maryland Funders/Hieu Press, 2001-2002.

**Massachusetts**

*Massachusetts Grantmakers Directory*. Boston, MA: Associated Grantmakers of Massachusetts. Annual series.

**Michigan**

*Michigan Foundation Directory*. Lansing, MI: Council of Michigan Foundations. Annual series.

**Minnesota**

*Minnesota Foundation Directory and Annual Update Service*. Minneapolis, MN: Foundation Data Center.

*Guide to Minnesota Grantmakers*. Minneapolis, MN: Minnesota Council on Foundations, 2001-2002.

**Mississippi**

*Southeastern Foundations II: A Profile of the Region's Grantmaking Community*. New York, NY: Foundation Center, 1999.

**Missouri**

*Directory of Missouri Foundations*. St. Louis, MO: Directory of Missouri Foundations, 2001-2002.

*Directory of Missouri Grantmakers*. 4th ed. New York, NY: Foundation Center, 2001.

**Montana**

*Montana Foundation Directory*. Billings, MT: Grants Center, 2002.

*Philanthropy Northwest Member Directory*. Seattle, WA; Philanthropy Northwest, 2002.

**Nebraska**

*Nebraska Foundation DataBook*. Portland, OR: C&D Publishing, 2002.

*Nebraska Foundation Directory*. Omaha, NE: Junior League of Omaha, 2000. [Latest as of 2002. Next edition expected: 2003].

**Nevada**

*Nevada Funding Directory*. Las Vegas, NV: Clark County Library, 2000.

**New Hampshire**

*Directory of Charitable Funds in New Hampshire: For General Charitable Purposes and Scholarship Aid*. Concord, NH: Office of the Attorney General, 2000.

*New Hampshire Directory of Foundations*. Shaftsbury, VT: CPG Enterprises, 2002, Second Edition.

**New Jersey**

*The Mitchell Guide: A Directory of New Jersey Foundations*. Princeton, NJ: Mitchell Guide. Biennial series.

**New Mexico**

*The New Mexico Funding Directory*. Albuquerque, NM: University of New Mexico, biennial. [Searchable database version available at: <http://www.unm.edu/~ors/public/>.]

**New York**

*New York State Foundations: A Comprehensive Directory*. 7th ed. New York, NY: Foundation Center, 2001.

**North Carolina**

*North Carolina Giving: The Directory of the State's Foundations*. 4th ed. Raleigh, NC: Capital Development Services, 1999. [Also available online, and sample pages available at: <http://www.capdev.com/NCdirectory.htm>.]

*Southeastern Foundations II: A Profile of the Region's Grantmaking Community*. New York, NY: Foundation Center, 1999.

**Ohio**

*Charitable Foundations Directory of Ohio*. Columbus, OH: Attorney General's Office, 1999-2000.

*Guide to Ohio Grantmakers*, 1st edition. New York, NY: The Foundation Center, 2001.

**Oklahoma**

*Oklahoma Foundation DataBook*. Portland, OR: C&D Publishing, August 2002.

**Oregon**

*Guide to Oregon Foundations*. Portland, OR: Guide Line, Inc., 2000.

*Oregon Foundation DataBook*. Portland, OR: C&D Publishing, 2000. Sample pages available at: <http://www.foundationdatabook.com/>.

*Philanthropy Northwest Member Directory*. Seattle, WA; Philanthropy Northwest, 2002.

**Pennsylvania**

*Directory of Pennsylvania Foundations*. 6th ed. S. Damien Kletzien. Springfield, PA: Triadvocates Press, 1998.

**Rhode Island**

*Rhode Island Grantsbook*. Providence, RI: Nonprofit Resources of Southern New England, 2001.

**South Carolina**

*South Carolina Foundation Directory*. 7th ed. Columbia, SC: South Carolina State Library, 2000.

*Southeastern Foundations II: A Profile of the Region's Grantmaking Community*. New York, NY: Foundation Center, 1999.

**South Dakota**

*The South Dakota Grant Directory*. Pierre, SD: South Dakota State Library, 2000.  
Available online ONLY at: <http://www.sdstatelibrary.com/grants/index.cfm>

**Tennessee**

*Grantseeker's Guide to Tennessee Funders*. 4th ed. Nashville, TN: Center for Nonprofit Management, 2000.

*Southeastern Foundations II: A Profile of the Region's Grantmaking Community*. New York, NY: Foundation Center, 1999.

**Texas**

*Directory of Texas Foundations*. San Antonio, TX: Nonprofit Resource Center of Texas, 2002. Available in print and CD-ROM; available online by subscription only.

**Utah**

*Philanthropic Foundations of Utah Directory*. Provo, UT: Henry Dean Publishing, Inc., 2002.

**Vermont**

*Vermont Directory of Foundations*. Shaftsbury, VT: CPG Enterprises, 2002.

**Virginia**

*The Directory of Virginia Foundations*. Virginia Beach, VA: The Grants Connection, continuously updated (looseleaf edition and cd-roms are made to order). Available in paper, CD-ROM and online database (by subscription). [Sample pages and a list of Virginia foundations available at: <http://www.grantsconnection.com/directory.html>.]

*Southeastern Foundations II: A Profile of the Region's Grantmaking Community*. New York, NY: Foundation Center, 1999.

## **Washington**

*Charitable Trust Directory*. Olympia, WA: Washington Office of the Secretary of State, 2001-2002.

*Philanthropy Northwest Member Directory*. Seattle, WA; Philanthropy Northwest, 2002.

*Washington Foundation DataBook*. Portland, OR: C&D Publishing, January 2002. Sample pages available at: <http://www.foundationdatabook.com/wa1.html>.

## **West Virginia**

*Southeastern Foundations II: A Profile of the Region's Grantmaking Community*. New York, NY: Foundation Center, 1999.

*West Virginia Foundation Directory*. Charleston, WV: Kanawha County Public Library, 1995. [Latest edition as of 2002].

## **Wisconsin**

*Foundations in Wisconsin: A Directory*. Milwaukee, WI: Marquette University Funding Information Center. Annual series. [Note: The print version of the 20th Edition, published Fall 2001, is sold out. An online version is available. For more information, and to check on the availability of the 21st edition, see: <http://www.marquette.edu/library/fic/>.]

## **Wyoming**

*Wyoming Foundations Directory*. Cheyenne, WY: Laramie County Community College, 1999.

## **Subject Guides**

**Children & Youth Funding Report**. Silver Spring, MD: CD Publications. Monthly Newsletter.

This newsletter provides coverage of federal, foundation, and private grant opportunities for child welfare programs, mental health, substance abuse, health care, and other programs for families, children, and youth. Also included are updates on the federal budget and entitlement programs.

**Community Health Funding Report**. Silver Spring, MD: CD Publications. Monthly Newsletter.

This newsletter highlights funding sources for substance abuse, teen pregnancy, minority health care, maternal/child health, chronic illness, mental health and AIDS programs. It includes both public and private grant announcements, tips for preparing grant applications, and updates on federal budget allocations.

**Directory of Building and Equipment Grants**. 6th ed. Loxahatchee, FL: Research Grant Guides, 2001.

This national, comprehensive guide lists funding sources for equipment, building, and renovation grants, including 600 foundation profiles and descriptions of federal programs.

**Directory of Operating Grants.** 6th ed. Loxahatchee, FL: Research Grant Guides, 2001.

Operating grants are considered to be those grants that cover general operating support of an

organization, not restricting the award to a certain project or specified activity. This directory lists 650 foundations by state and includes funding information such as foundation address, contact person, subject area, and grant amounts.

**Federal Grants Manual for Youth Programs.** Washington, DC: Institute for Youth Development. Vol. I, 1999, 374 pp.; Vol. II, 2000, 500 pp.

The first volume of this comprehensive manual lists programs for at-risk youth funded by the Department of Health and Human Services. It describes 61 programs in detail, including focus area, eligibility criteria, application instructions, average grant award, and average length of grant. Volume II lists 74 additional youth programs funded by other cabinet-level departments and agencies. Also included is a guide to writing grant proposals and a report of accomplishments to date for each program.

**Grants for Children and Youth.** New York NY: Foundation Center, Dec. 2001. 554 pp.

Grants to support neonatal care, services for abused children, adolescent pregnancy prevention, and youth centers are featured in this directory.

**Grants for Mental Health, Addictions, and Crisis Services.** New York, NY: Foundation Center, 2001. 162 pp.

Grants to hospitals, health centers, residential treatment facilities, mental health associations and group homes are targeted. Funds are categorized for addiction prevention and treatment, hotline/crisis intervention services, and for public education.

**Grants for Minorities.** New York, NY: Foundation Center, 2001. 344 pp.

Ethnic groups and minorities such as Native Americans, African Americans, and Hispanics are the subject of this foundation directory.

**Grants for Physically and Mentally Disabled.** New York, NY: Foundation Center, 2001. 174 pp.

Grants listed in this directory are targeted for hospitals and primary care facilities for education, medical and dental care, and diagnosis and evaluation.

**Grants for Women and Girls.** New York, NY: Foundation Center, 2001. 270 pp.

Grants for health programs, pregnancy programs, education, and prevention are listed in this foundation directory.

**National Guide to Funding in AIDS.** 2nd ed. New York, NY: Foundation Center, 2001. 206 pp.

This guide replaces *AIDS Funding: A Guide to Giving by Foundations and Charitable Organizations*. It lists over 600 foundations, corporate giving programs, and public charities who have demonstrated a commitment to AIDS-related services and research. Over 760 sample grants are included.

**National Guide to Funding in Aging.** 6th ed. New York, NY: Foundation Center, 2000. [Not scheduled for revision as of 8/02].

Grantmakers featured in this guide provide funding for senior citizen programs and institutions such as hospitals, community centers, nursing homes, and continuing education facilities. Over 1,400 funding sources are listed, along with over 2,200 samples of recent grants.

**Substance Abuse Funding News.** Silver Spring, MD: CD Publications. Bi-weekly series.

This newsletter, published twice monthly, provides detailed coverage of private and federal funding opportunities nationwide for alcohol and substance abuse programs. Also available online.

## **Additional Sources for Private Funding**

### **Annual Reports**

According to The Foundation Center, over 800 of the nation's 29,000 foundations publish annual reports. These reports represent the most complete, up to date, information published about foundations. Grantseekers interested in obtaining these reports should contact the foundations directly. When requesting these reports, they should also ask to be placed on the foundation's mailing list. This will increase their likelihood of receiving materials related to upcoming grants.

### **State Attorney General's Office**

Another source of information on private funders is the State Attorney General's office. By law, each foundation and charitable trust is required to submit an annual tax return outlining their assets and grants awarded for the year. These returns are particularly helpful when researching small organizations who may not publish separate, annual reports.

## **Local Libraries**

Perhaps the best, and often overlooked, resource for grantseekers is the local public library. As previously mentioned, more than 100 U.S. libraries participate in The Foundation Center's extensive library network. These libraries maintain many of the funding sourcebooks listed in this publication.

Many local and regional libraries also maintain reference collections on community foundations. State funding directories, foundation annual reports, and local newspaper files (e.g., newspaper clippings or magazine articles) are a few examples of resource materials available from some of these libraries.

### III. RELATED ORGANIZATIONS

#### Federal and Nonprofit Agencies/Information Centers

##### Federal

Federal agencies provide useful funding information through their grant offices, information centers, and published announcements. A selected list of agencies and information centers is provided below, along with a brief description of their activities relating to rural health.

##### **Administration on Aging (AoA)**

One Massachusetts Ave, Suites 4100 & 5100

Washington, DC 20001

URL: <http://www.aoa.dhhs.gov/>

Grants Management Division, Rm. 4604

(202) 357-3440 (Margaret Tolson)

Past and current AoA grants are listed at: <http://www.aoa.gov/doingbus/doingbus.asp>

National Aging Information Center (NAIC)

(202) 619-7501; URL: <http://store.health.org/catalog/resourceDetails.aspx?ID=565>

AoA funds a variety of research and training grants aimed at improving the quality of life and services for older Americans, including those living in rural areas. AoA's major research areas include nutrition, Indian populations, and discretionary programs focusing on diseases of older Americans.

##### **Agency for Healthcare Research and Quality (AHRQ)**

[Formerly Agency for Health Care Policy and Research (AHCPR)]

Center for Primary Care Research

540 Gaither Road, Suite 6000

Rockville, MD 20852-50850

Telephone: (301) 427-1500

URL: <http://www.ahrq.gov>

AHRQ's purpose is to enhance the quality, appropriateness, and effectiveness of health care services and to improve access to that care. As part of their extramural research program, they fund research investigating the delivery of health services in rural areas. A mailing list is maintained by the AHRQ staff for dissemination of new grant announcements.

**Appalachian Regional Commission (ARC)**

1666 Connecticut Avenue, NW, Suite 700

Washington, DC 20009-1068

(202) 884-7799

URL: <http://www.arc.gov/>

ARC funds the construction and operation of primary health care facilities in Appalachian states through their "Appalachian 202 Health Programs." ARC also supports the recruitment of health professions into designated Health Professional Shortage Areas located within the Appalachian states including: AL, KY, MD, NC, NY, OH, PA, SC, TN, VA, and WV.

**Centers for Disease Control (CDC)**

Procurement and Grants Office

1600 Clifton Road, NE

Atlanta, GA 30333

(404) 639-4621

URL: [http://www.cdc.gov/od/pgo/pgo\\_home.htm](http://www.cdc.gov/od/pgo/pgo_home.htm)

The Grants Management Branch (GMB) is responsible for the awarding and administration of CDC's grants and cooperative agreements and those of the Agency for Toxic Substances and Disease Registry (ATSDR). Application packets for current competitive Program Announcements may be requested by calling 1-888-Grants4, an automated voice mail system organized by Program Announcement number. Requests may also be submitted by E-mail to [gmbinbox@cdc.gov](mailto:gmbinbox@cdc.gov). Grant announcements are available on the Web at: <http://www.cdc.gov/od/pgo/funding/grantmain.htm>

**CDC National Prevention Information Network (NPIN)**

PO Box 6003

Rockville, MD 20849-6003

(800) 458-5231; (800) 243-7012 (TTY/TDD)

URL: <http://www.cdcpin.org>

NPIN maintains an extensive database of information on both public and private funding sources which support community-based HIV/AIDS, STD, and TB services. Specific funding information accessible through the database includes application processes, deadlines, and eligibility requirements.

**Department of Labor**

Employment and Training Administration (ETA)

Frances Perkins Building, 200 Constitution Avenue, NW

Washington, DC 20210

1-866-4-USA-DOL (National toll free call center)

URL: <http://www.doleta.gov/>

Through their Adult Training Program, ETA provides training for economically disadvantaged Native Americans and migrant farm workers.

**Center for Medicare and Medicaid Services (CMS)  
Formerly Health Care Financing Administration (HCFA)**

7500 Security Boulevard  
Baltimore, MD 21244-1850  
(877) 267-2323 (toll free); (410) 786-3000 (local)  
URL: <http://cms.hhs.gov>

CMS is responsible for administering the Medicare/Medicaid programs of the federal government. CMS funds a small number of research and demonstration programs. CMS is also funding a limited number of telemedicine research and demonstration projects. In addition, this agency is available to inform local medical practices of their eligibility for special federal reimbursement programs such as Rural Health Clinics and Federally Qualified Health Centers.

**Health Resources and Services Administration (HRSA)**

Parklawn Building, 5600 Fishers Lane  
Rockville, MD20857; URL: <http://www.hrsa.gov>

Office of Rural Health Policy  
(301) 443-0835; URL: <http://www.ruralhealth.hrsa.gov>

Bureau of Health Professions  
(301) 443-5794; URL: <http://bhpr.hrsa.gov/>

Bureau of Primary Health Care  
(301) 594-4110; URL: <http://www.bphc.hrsa.gov/>

HIV/AIDS Bureau  
(301) 443-3376; URL: <http://hab.hrsa.gov/>

Maternal and Child Health Bureau  
(301) 443-2170; (301) 443-2728 (Grants Management Officer)  
URL: <http://mchb.hrsa.gov/>

HRSA has leadership responsibility for general health service and resource issues relating to access, equity, quality, and cost of care. It funds a variety of programs supporting primary care (e.g., community and migrant health centers), maternal and child health activities, health professionals training, rural health outreach, special populations, and health resources development.

**Indian Health Service (IHS)**

(Headquarters)  
The Reyes Building 801 Thompson Avenue, Ste. 400  
Rockville, MD 20852-1627  
(301) 443-1083  
URL: <http://www.ihs.gov/>

IHS coordinates the funding activities for projects examining the health status of American Indians and Native Americans. A variety of projects are funded by IHS which study the behavioral, biomedical, and epidemiologic aspects of disease in this population.

**National Clearinghouse on Child Abuse and Neglect Information**

Children's Bureau/ACYF  
1250 Maryland Avenue, SW, Eighth Floor  
Washington, DC 20024  
Phone: (800) 394-3366 or (703) 385-7565  
URL: <http://nccanch.acf.hhs.gov/>

Located within the Administration on Children, Youth and Families (ACYF), DHHS, they publish a variety of information relating to funding programs for child abuse, neglect and family violence.

**National Clearinghouse for Alcohol and Drug Information (NCADI)**

11426 Rockville Pike  
Rockville, MD 20852  
1-800-729-6686 or (301) 770-5800  
URL: <http://www.health.org/>

NCADI provides information and application kits for grants administered by the Substance Abuse and Mental Health Services Administration (SAMHSA), and it provides grant information for the National Institute on Drug Abuse (NIDA), and the National Institute on Alcoholism and Alcohol Abuse (NIAAA).

**National Institute for Occupational Safety and Health (NIOSH)**

Hubert H. Humphrey Bldg.  
200 Independence Ave. SW, Room 715H  
Washington, DC 20201  
1-800-35-NIOSH (1-800-356-4674)  
URL: <http://www.cdc.gov/niosh/homepage.html>

NIOSH conducts research and demonstration grants relating to occupational safety and health problems, including those problems which result from the agricultural environment (e.g., noise-induced loss of hearing).

**National Institute of Mental Health (NIMH)**

Office of Rural Mental Health Research (ORMHR)  
6001 Executive Boulevard, Room 8125, MSC 9659  
Bethesda, MD 20892-9659  
(301) 443-1193  
URL: <http://www.nimh.nih.gov/ormhr/>

ORMHR coordinates the National Institute of Mental Health's research activities aimed at improving and strengthening the quality of mental health services delivered to rural Americans.

**National Institute on Aging (NIA)**

Building 31, Room 5C27  
31 Center Drive, MSC 2292  
Bethesda, MD 20892  
Phone: 301-496-1752  
URL: <http://www.nia.nih.gov/>

Behavioral and Social Research Program

(301) 496-3131

URL: <http://www.nia.nih.gov/ResearchInformation/ExtramuralPrograms/BehavioralAndSocialResearch/>

Geriatrics and Clinical Gerontology Program

(301) 496-6761

URL: <http://www.nia.nih.gov/ResearchInformation/ExtramuralProram/GeriatricsAndClinicalGerontology/>

NIA focuses on the health of older Americans and supports research activities examining the health and aging process among older, rural populations.

**Office of Minority Health**

Office of Minority Health Resource Center (OMH-RC)

PO Box 37337 Washington, DC 20013-7337

1-800-444-6472

URL: <http://www.omhrc.gov/>

OMH-RC provides information on a variety of minority-related funding projects supported by the Office of Minority Health, DHHS, through their toll-free information line and Grants Fact Sheet Series. Information about technical assistance programs (e.g., grants writing workshops) is also maintained by the Center.

**Rural Housing Service**

[formerly Farmers Home Administration (FHA)]

U.S. Department of Agriculture

South Building, Room 5037

14th Street and Independence Avenue, SW

Washington, DC 20250

(202) 720-4323

URL: <http://www.rurdev.usda.gov/rhs/>

RHS provides affordable, low-interest loans to rural communities in need of expansion or construction of public facilities, such as fire stations, hospitals, and clinics.

**Rural Information Center (RIC)**

US Department of Agriculture]  
National Agricultural Library  
10301 Baltimore Avenue, Room 304  
Beltsville, MD 20705-2351 1-800-633-7701  
URL: <http://www.nal.usda.gov/ric/>

The Rural Information Center (RIC) provides information and referral services to local, state, and federal government officials; community organizations; rural electric and telephone cooperatives; libraries; businesses; and, rural citizens working to maintain the vitality of America's rural areas. RIC staff provides customized information products to specific inquiries including assistance in economic revitalization issues; local government planning projects; funding sources; technical assistance programs; research studies; and other related issues.

**Rural Transit Assistance Program (RTAP)**

National Resource Center  
American Public Works Association,  
1401 K Street NW, 11th Floor  
Washington, DC 20005  
1-800-527-8279 ex. 136  
URL: <http://www.ctaa.org/ntrc/rtap/>

RTAP, a program of the Federal Transit Administration, disseminates funding information on rural and specialized transportation programs supported by the U.S. Departments of Transportation, Health and Human Services, and Agriculture. Technical assistance and program information for both national and state programs can be obtained from the clearinghouse.

**Rural Utilities Service**

[formerly Rural Electrification Administration (REA)]  
Distance Learning and Telemedicine Grant and Loan Program  
U.S. Department of Agriculture  
1400 Independence Avenue SW, Room 5151  
Washington, DC 20250-1590  
(202) 720-9556  
URL: <http://www.usda.gov/rus/telecom/dlt/dlt.htm>

The Distance Learning and Telemedicine Grant and Loan Program provides funding for the use of telecommunications, computer networks and related technology in rural communities for improved access to educational resources and medical/health care services. Although funding is primarily for equipment, some consideration is given to associated costs for software, training, and technical assistance.

## **U.S. Department of Health and Human Services (USDHHS) Regional Offices**

Ten regional USDHHS offices provide information and assistance on federal grant programs. For some programs (e.g., the National Health Service Corps or Community and Migrant Health Centers), they are the best first contact within HHS. A complete list of these offices is included in Appendix B.

## **Private**

### **Rural Community Assistance Partnership (RCAP)**

1522 K Street, NW, Suite 400  
Washington, DC 20005  
(202) 408-1273 or (800) 321-RCAP (7327)  
URL: <http://www.rcap.org/>

RCAP represents a national network of nonprofit organizations supported primarily through federal agencies. Funding information and technical assistance is available for rural communities concerned with safe drinking water and sanitary waste disposal, as well as the problems of environmental health of migrants, Native Americans, and isolated rural populations.

### **Sources of Grant Information**

Aside from the grantmakers themselves, a variety of other organizations are involved in the funding process either through information dissemination or advocacy for a particular funding area. A selected list of these organizations is presented below.

### **The Foundation Center**

79 Fifth Avenue  
New York, NY 10003  
(212) 620-4230  
1-800-424-9836  
URL: <http://www.fdncenter.org/>

The Foundation Center operates as an independent service organization established to provide a single authoritative source of information on philanthropic giving. The Center also publishes a variety of books and directories on the subject of private funding and provides a comprehensive and up-to-date database, *The Foundation Directory*, on foundations and corporate giving programs. Information from the database is available electronically through custom searching and online services. The Foundation Center maintains two national libraries, two regional libraries, and over 100 cooperative collections nationwide.

**Grantmakers in Health**

1100 Connecticut Avenue, NW, Suite 1200  
Washington, DC 20036  
(202) 452-8331  
URL: <http://www.gih.org/>

Grantmakers in Health operates as an educational organization serving grantmakers. Its mission is to help grantmakers "... study the issues and develop a forward-looking response to the changing health care system."

**The Grantsmanship Center**

1125 W Sixth St., Fifth Floor  
PO Box 17220  
Los Angeles, CA 90017  
(213) 482-9860  
URL: <http://www.tgci.com/>

The Grantsmanship Center conducts extensive training and educational seminars on grantseeking, proposal writing, and funding. The Center also maintains an extensive reference collection on funding and proposal writing, and publishes a free newsletter, the *Grantsmanship Center Magazine*.

**National Network of Grantmakers (NNG)**

2801 21<sup>st</sup> Avenue S, Ste. 132  
Minneapolis, MN 55407  
(612) 724-0702  
URL: <http://www.nng.org/>

The NNG is a membership association of funders committed to "increasing resources, financial and otherwise, to organizations working for social and economic justice." Members include individual donors, foundation staff, board, and grantmaking committee members. Services are provided to both funders and grantseekers. Resources available to all include publications, conferences, and a common grant application form.

**The Taft Group**

c/o Gale Publishing  
27500 Drake Road  
Farmington Hills, MI 48331  
1-800-877-GALE  
URL: <http://www.gale.com/> or <http://www.galegroup.com/taft/>

The Taft Group, an imprint of Gale, researches and publishes information on fundraising and nonprofit management as well as produces a variety of sourcebooks outlining the giving of both corporations and private foundations. Many of their publications are described in this guide. Originally focusing on financial development and consulting, the Taft Group has developed a database of information on individual, corporate and foundation philanthropy.

## IV. ELECTRONIC FUNDING RESOURCES

### World Wide Web Resources

Funding information is increasingly available through the World Wide Web. User-friendly access to Internet resources is provided by Web browsers, such as Mosaic and Netscape, which are usually included with telecommunications software supplied by Internet service providers. Each Web site has a "home page," which is accessed by entering an address, known as a Uniform Resource Locator (URL), in the location field of the Web browser software. URLs begin with a standard prefix (<http://>) and are often followed by a long string of characters, sometimes including numbers and symbols. Although the URL must be typed in the address field the first time a site is accessed, most sophisticated Web browsers have a "bookmark" feature which allows users to add frequently accessed URLs to a list for subsequent selection.

A home page will often contain both graphics and text. Information is accessed by using a mouse to select either a graphic icon or text that is underlined, both of which provide links to additional information, such as full text documents, or other related Web sites. Most Web pages provide a link to return to the home page, and browser software includes a "back" option to retrace steps through complex sites. Full text documents can often be printed directly; otherwise they may be saved as text files and printed using word processing software. Graphics can be saved and/or printed, depending on availability of compatible graphics software installed on the user's computer.

Throughout this publication, URLs are listed for agencies, organizations, and publications, along with other information for that particular entry. This section highlights relevant Web resources and lists additional Web sites providing funding information, along with the URL and a brief description of the site. Because the Web is a dynamic medium for information exchange, both URLs and content change frequently. Although some Web addresses may have changed since this publication was printed, federal agency and major organization sites are relatively stable; when their URLs change, a link from an outdated address to a new one is usually provided. Web search engines, such as Yahoo or Alta Vista, can be used to locate a site by entering an organization name, publication title, or significant keywords.

**Catalog of Federal Domestic Assistance - URL:** <http://www.cfda.gov/>

In addition to the print resource, the online subscription service, and the CD-ROM version, the *Catalog of Federal Domestic Assistance* is available free of charge on the World Wide Web. Keyword searching is available for single words, word stems, or phrases, and words can be combined using standard search operators. Search results are listed by relevance, unless a different sort order is selected. Although the full text is available for printing or downloading, records must be printed or saved one at a time from the full text screen display. [For more information on the print edition, see listing under "Federal Information Sources".]

**The Chronicle of Philanthropy - URL: <http://www.philanthropy.com/>**

This publication issued bi-weekly, is a major source of news for the nonprofit sector, including fundraisers and grantmakers. The Website offers a summary of the contents of the current issue and about six months of previous issues, as well as full text for selected articles. Complete text of all articles is available only by subscription. Subscription information for both print issues and E-mail updates is available at the Website, along with conference announcements and links to other related Web resources. [For more information on the print edition, see listing under "Private Information Sources".]

**Commerce Business Daily - URL: <http://cbdnet.gpo.gov/>**

*CBDNet* provides a free listing of Government contracting opportunities published in the *Commerce Business Daily*. Notices are kept in an active file for 17 days and are then moved to the archive file. Keyword searches can be performed in either file. Searches can be limited to a specific section, and a browse option is also available for each section. The active file is updated continuously. [For more information on the print edition, see listing under "Federal Information Sources".]

**The Council on Foundations - URL: <http://www.cof.org/>**

*The Council on Foundations* is a nonprofit membership association of grantmaking foundations and corporations. Members of the Council include nearly 1,500 independent, operating, family, community, public and company-sponsored foundations, and corporate giving programs providing funding for education, human services, health, science and research, environment, the arts, urban planning and economic development. This Web site includes a *Community Foundation Locator* to assist grantseekers in finding local sources of funding. Searches can be performed using either a "View Map" for those with advanced Web browsers, or a text menu. In either case, one can select a region, then a state to retrieve a list of foundations. Links for those foundations with Web sites provide additional information for some foundations. Also available are selected full-text articles from *Foundation News and Commentary* (URL: <http://www.foundationnews.org/>).

**Federal Register - URL: <http://www.gpoaccess.gov/fr/index.html>**

Free access to the *Federal Register* is provided for the current three years. Each year is searched separately. The entire publication may be searched, or searches can be limited to a specific section. An issue date may be specified, a range of dates may be entered, or a search may be limited to notices appearing before or after a specified date. Keyword search options include single words, word stems, or phrases, and words can be combined with standard search operators. [For more information on the print edition, see listing under "Federal Information Sources."]

**The Foundation Center - URL: <http://www.fdncenter.org/>**

The Foundation Center provides resources helpful in the grantseeking process. This Web site provides a description of the Foundation Center's resources and services; a listing of field offices with regional collections, along with links to their home pages; and a complete listing of Foundation Center publications. In addition to descriptive and ordering information provided for all publications, tables of contents and sample entries are included for new titles. Links are also provided to local Foundation Center libraries and/or cooperating collections. The Foundation Center's weekly online journal, *Philanthropy News Digest*, is available free at the Website (URL: <http://fdncenter.org/pnd/>). Full text is provided for the most recent eight weeks. Free E-mail subscriptions can be requested. Also available free online is *The Literature of the Nonprofit Sector*, a searchable bibliographic database containing more than 14,000 entries, with abstracts for over 8,700 foundations.

**The Grantsmanship Center - URL: <http://www.tgci.com/>**

The Grantsmanship Center (TGC) is a primary source of fundraising training and information for the nonprofit sector. TGC produces a wide range of low-cost publications, as well as *The Grantsmanship Center Magazine*, which is distributed free of charge to staff of nonprofit organizations and government agencies. The magazine is also available on the TGC Web site and can be searched free of charge. Included in TGC publications is the full text of an article by Christie I. Baxter, *A Basic Guide to Program-Related Investments* (URL: <http://www.tgci.com/publications/97fall/abasgui.htm>).

**GrantsNet - URL: <http://www.hhs.gov/grantsnet/>**

GrantsNet is a free service provided by the U.S. Department of Health and Human Services (HHS) to assist the general public in finding information about HHS and other Federal grant programs. Information is available on funding resources by topic or agency as well as application procedures. A list of key contacts for Federal grant making agencies is provided, as well as a calendar listing workshops, seminars, and conferences available to grants management professionals. Documents such as grants policy directives and the *Grants Administration Manual* are also available.

**NIH Guide for Grants and Contracts -URL: <http://grants.nih.gov/grants/guide/index.html>**

Since 1995, the *NIH Guide for Grants and Contracts* is only available in electronic format. Each issue contains notices for new grant announcements, availability of Requests for Proposals (RFPs) and Requests for Applications (RFAs), as well as ongoing program announcements. Issues are provided back to 1992 and can be browsed by selecting year, then weekly publication date. Retrieval can be limited to Notices, Program Announcements, or Requests for Applications. The guide is also searchable by keywords or phrases. Search help is available online.

**NonProfit Gateway - URL:** <http://www.nonprofit.gov/>

This Website provides "a network of links to Federal government information and services," divided into four sections: (1) Department/Agency NonProfit Gateways, (2) Directory of the Federal Government (Executive, Legislative, and Judicial branches), (3) Information Services and Links, and (4) Nonprofit Resources. A "Master Search" option allows searching of more than 530,000 government Web pages by keyword or phrase. The "Local Search" links to a specific department/agency search engine to search an individual site.

**Philanthropy News Network (PNN) Online** (formerly *Philanthropy Journal Online*) - URL: <http://www.pnnonline.org/modules.php?op=modload&name=News&file=index>

*PNN Online* is a daily online news service for the nonprofit sector. It is a leading source of nonprofit news, information and links.

**Telemedicine Research Center/Telemedicine Information Exchange - URL:** <http://tie.telemed.org>

The Telemedicine Research Center Web site provides access to several searchable databases, including one for funding sources, and another which provides descriptions of funded programs.

## V. HEALTH PROFESSIONAL SCHOLARSHIPS AND EDUCATION FUNDING

While many federal and foundation grants are used to support health-related programs, some programs also support educational activities through scholarships and other programs. The following pages include resources useful in retrieving scholarship and loan information.

### Federal Resources

**Catalog of Federal Domestic Assistance URL:** <http://12.46.245.173/cfda/cfda.html>

The *Catalog of Federal Domestic Assistance* lists financial support for various health education programs including nursing, medicine, allied health, and the National Health Service Corps. Most federal grants and loans are distributed via colleges and universities. It is therefore necessary to check with the Financial Aid office of an institution for available loans and grants.

### Federal Agencies

Health Resources Services Administration  
Bureau of Health Professions (see listing below for division office and room number)  
5600 Fishers Lane  
Rockville, MD 20857

Diversity Programs Office  
Room 8A-09  
(301) 443-2100  
URL: <http://bhpr.hrsa.gov/diversity/>

Division of Medicine & Dentistry  
Room 9A-27  
(301) 443-6190  
URL: <http://bhpr.hrsa.gov/medicine-dentistry/>

Division of Nursing  
Room 9-35  
(301) 443-5688  
URL: <http://bhpr.hrsa.gov/nursing/>

Student Assistance Division  
Room 8-48  
(301) 443-1173  
URL: <http://bhpr.hrsa.gov/dsa/>

National Health Service Corps  
Division Bureau of Primary Health Care  
Health Resources & Services Administration  
5600 Fishers Lane, Room 8A-55  
Rockville, MD 20857  
1-800-221-9393, or (301) 594-4142  
URL: <http://nhsc.bhpr.hrsa.gov/>

Jobs and Scholarships  
Indian Health Service  
The Reyes Building  
801 Thompson Ave., Ste. 400  
Rockville, MD 20852-1627  
(301) 443-6197  
URL: [http://www.ihs.gov/JobCareerDevelop/Job\\_index.asp](http://www.ihs.gov/JobCareerDevelop/Job_index.asp)

### **State Information**

Most states have a Health Professionals Loan Repayment Program in operation. For information on these programs, contact your state Office of Rural Health (see Appendix A for contact information) or state Department of Health.

### **Publications/Directories**

While many of these publications can be obtained directly from the publisher, check with a public library or a university library for additional scholarship directories such as those for a specific subject area or a specific state.

**Graduate Medical Education Directory.** Chicago, IL: American Medical Association. Annual series.

A publication of the American Medical Association, this directory highlights the various programs around the United States for the different specialty areas of graduate medical education.

**Grants for Scholarships, Student Aid, and Loans.** New York, NY: Foundation Center, 2001/2002.

This general guide focuses on scholarships and student aid provided by undergraduate colleges and universities, medical and dental schools, and nursing schools.

**Grants Register 2003.** 21st ed. New York, NY: Palgrave Macmillan. 2002.

A listing of scholarships, fellowships, research grants, project grants, and other professional awards are included in this directory of federal and private funding.

**The Scholarship Book 2003: The Complete Guide to Private-Sector Scholarships, Grants, and Loans for Undergraduates.** D.J. Cassidy. Englewood Cliffs, NJ: Prentice Hall, 2002. 592 pp.

While not totally devoted to health-related scholarships, this book contains a variety of organizations that will award money for scholarships, including companies and other subject-oriented organizations. A listing of other scholarship guides is located at the end of this resource.

## VI. RECOMMENDED READING

**Federal Yellow Book.** New York, NY: Leadership Directories. Quarterly Series.

This who's who directory of federal departments and agencies lists staff by agency, department and division. A contact person with a telephone number is listed for each division. A personnel index is located in the back of the directory.

**The Foundation Center's Guide to Grantseeking on the Web.** New York, NY: Foundation Center, 2001.

Provides both novice and experienced Web users with a gateway to numerous online resources available to grantseekers, while supplying advice on the best use of those various Internet resources. Its toolkit of resources includes a guided tour of the Foundation Center's Web site and information on: independent foundations, grantmaking public charities, and corporate grantmakers on the Web; government funding resources online; online journals, periodicals, and newsletters on philanthropy; and discussion lists and message boards. Also includes profiles of searchable databases (both free and fee-based).

**Foundation Center's Guide to Proposal Writing.** 3rd ed. New York, NY: Foundation Center, 2001. 226 pp.

Pre-proposal planning, grantmaker guidance, and preparation of the actual grant proposal are covered in this instructional manual. The guide takes the reader throughout the entire grant process, including candid tips from grantmakers themselves.

**The Foundation Center's User-Friendly Guide: A Grantseeker's Guide to Resources.** 4th ed. New York, NY: Foundation Center, 1996. 40 pp.

Answers to the most common grantseeking questions are answered in this guide geared for the funding novice. Topics covered include: securing tax exemption, searching for potential funders, using online services to gather data, and writing grant proposals.

**Foundation Fundamentals.** Mitchell F. Nauffts, editor. 6th ed. New York, NY: Foundation Center, 1999. 240 pp.

This manual outlines the basic procedures of grant applications with emphasis on using research skills to choose receptive funders. It includes a bibliography for research into legal guidelines for nonprofits, proposal preparation, corporate giving, and other fundraising topics and charts and worksheets to help manage a fundraising program.

**Grant Application Writer's Handbook.** 3rd ed. Liane Reif-Lehrer. Boston, MA: Jones & Bartlett Publishers, 1995. 472 pp.











































































































