

Land Trust Alliance *Fact Sheet*



Grantseeking

There are a variety of places to look for funds; it's often just a matter of knowing where to look. Here are some of our favorites for land trusts:

1. The Foundation Center: <http://foundationcenter.org/>

The Foundation Center has an extensive database of available grants, The Foundation Directory Online. Subscription plans vary and prices range from \$19.95 – \$179.95 a month. If you don't have a subscription, check with your local library to see if they have a copy of the database. You can also sign up to receive their free weekly e-newsletter, the RFP bulletin, which contains information on 10-15 recently announced Requests for Proposals from private, corporate, and government funding sources. Usually at least one or two is applicable to land trusts.

2. Guidestar: www.guidestar.org

You can use this website to view the 990 tax form of any tax-exempt nonprofit registered with the IRS, which gives information on the filing organization's mission, programs, and finances. The 990 forms are useful for grantseekers to learn if an organization has supported land trusts or environmental groups in the past, as well as whether the organization usually focuses on local or national efforts, how much money it spends on supported programs, etc.

Currently, there are over 1.5 million organizations in the database including information on

more than 900,000 public charities, approximately 118,000 private foundations, and nearly half a million other exempt organizations.

3. The Chronicle of Philanthropy and their Guide to Grants database: <http://philanthropy.com/>

The Chronicle of Philanthropy is available online for a subscription, with news for nonprofit organizations on grant seeking, foundations, fundraising, managing nonprofit groups, technology, and nonprofit jobs. Their Guide to Grants electronic database contains all foundation and corporate grants listed in The Chronicle since 1995. Chronicle subscribers can search grants from the two most recent issues, though full access is available for a separate subscription.

4. Annual Reports

By reading different organizations' annual reports, you can see who's funding other conservation projects in your area. These are often available on the organization's website, or you can call them directly to request a printed copy.

5. Community Foundations in nearby cities

These are often groups of individuals that join together to fund specific local and regional projects, and may be more suitable to your current scale of operations. Call the community foundation director and ask for guidance on who may be interested in funding a new conservation initiative, or how to

break into that arena, and meet with that person if you can.

6. Small Family Foundations

These are harder to find as they may not be listed in the big directories and may not even have a website, though there are some websites related to providing help to small family foundations, which is a good way to learn about them.

7. Environmental Grantmakers Association: <http://www.ega.org/>

The Environmental Grantmakers Association is a forum for funders, with its 250 foundations as members, and is also a good source of information on environmental funding. Check out their Resources for Grantseekers: <http://www.ega.org/resources/index.php?op=links&issues=8>.

8. Land Trust Alliance Grants: <http://www.landtrustalliance.org/resources/grants-awards>

The Alliance has a number of grant opportunities throughout the year for land trust members.

Information Resources

The Learning Center resources are available to volunteers and staff of Land Trust Alliance member land trusts and partners and to individual members donating \$250 and above.

Roggensack, Illene, "Grantseeking: Tips on Researching & Writing," Rally 2002 session.

http://learningcenter.lta.org/objects/view.acs?object_id=1034

This workshop provides an overview how-to for obtaining grant revenues for a land trust. Areas discussed include: trends in private and governmental grant funding; where to find funders who

are interested (and likely to support) a project; researching potential funders; developing and maintaining relationships with funders and putting together a quality grant proposal.

Smiley, Marc, "How to Create a Fundraising Plan," Rally 2005.

http://learningcenter.lta.org/objects/view.acs?object_id=17491

This presentation explores how to develop a fundraising plan, including steps that link fundraising to other planning and development efforts within a trust. It also examines the strategies that make the most sense for raising money and how groups can implement them.

Publications

Klein, Kim, "Fundraising for the Long Haul," Chardon Press, 2000 - \$18.00 members / \$20.00 regular.

http://iweb.lta.org/Purchase/ProductDetail.aspx?Product_code=FUNDLH

An in-depth look at how nonprofit organizations can create a healthy fundraising program for their futures. Written by a leading fundraising consultant, the book looks at how organizations can learn from their mistakes, overcome common obstacles to success, recognize the characteristics of a healthy fundraiser, and avoid taking donors for granted.



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Revised May 2008.