

# Find the Right Funder Tool

	1	2	3	4	5	6	7	8	
	Money	Time	Subject Matter	Type of Support	Public/Private	Geography	Eligibility	Contacts	
									
Basic Questions to Ask: Don't Skip Over Any Screen!	<i>How Much is Needed for the Project?</i>	<i>When Do You Need the Resources?</i>  <i>For How Long Do You Need the Resources?</i>	<i>What is the Focus of the Project?</i>	<i>How Will the Resources Be Used?</i>	<i>Does the Funder Accept Applications from Tax-Supported Organizations or Agencies?</i>	<i>Where Can the Funder's Resources be Used?</i>	<i>Is the Applicant Eligible to Apply for this Funder's Resources?</i>	<i>Does the Applicant have a Relationship with People Associated with the Funder?</i>	
Hints	What is the largest grant made? Average Grant? Will you leverage this funder's grant with those of other funders?	Do you need funding soon? Recognize the time each funder needs to consider your request: e.g., Gates Foundation 5-7 months. Does this funder fund multi-year projects?	Be careful how you characterize the subject matter: different audiences respond differently to the same concept depending on how it's presented.	What kind of support are you seeking? General Operating Support, Building Funds, Scholarships, etc. Make sure this funders provides that kind of support.	Some funders will not fund organizations that are primarily funded with taxes like public colleges & universities, counties, etc.	Be cautious about interpreting ambiguous language ("giving primarily in Seattle & King County") as inclusive.	Does the funder have specific eligibility requirements? E.g., you must be a non-profit, a Tribe, a College or University, etc. Recognize the power of partnerships in this screen.	Know a donor, a trustee, a staff member or a funder consultant? Avoid end runs by going directly to Trustees without informing staff.	Be sure you do all you can to make a good match with all these screens. In a research study by Northwest funders 60% of grants submitted were outside the stated guidelines of the prospective grantor. Sources to use: grant maker publications including grant application guidelines, brochures, annual reports and website. Don't forget the funder's most recent IRS Form 990PF.