



Leadership Development Conference

Researching Funding Sources

Presenters: Jamie Harberson Spillers and Kim Dollins

jharberson@aspsf.org

kdollins@aspsf.org

Session Agenda

3:50pm- Welcome & Introductions

Donor Surveys- Kim Dollins

- Importance of creating Donor Surveys
- Sample Donor Surveys
- Steps in creating a Donor Survey
 1. Create a list of past and current donors
 2. Look up your area Chamber of Commerce
 3. Research area
 - A. Civic Clubs and Organizations
 - B. Churches
 - C. Foundations, Trusts and Banks
 - D. Media Outlets
 - E. Individuals
 4. Fill in the blanks in a Word or Excel Documents
 5. Demonstrate how to convert a .pdf spreadsheet to an Excel version for use in a mail merge

Grant Research- Jamie Harberson Spillers

- Online demonstration of Grant Research Techniques
 1. Show Grant Station- steps to research
 2. Cross Reference with Guide Star
 3. Show samples of Foundation Center Results
- Follow-up with phone call or correspondence as requested on the grant application.
- Use statistics as part of your grant information- show ASPSF website
 - a. If time allows- show different websites and statistical information

4:50pm- Dismiss

Grant Research Tools

Foundation Center – (Can only be accessed at locations that pay for this search engine.)

<http://foundationcenter.org/collections/ccar.html>

Arkansas Locations:

<u>FAYETTEVILLE PUBLIC LIBRARY</u> 401 W. Mountain St. Fayetteville, AR 72701 (479) 856-7000	<u>CHARLES A. FRUEAUFF FOUNDATION</u> 200 S. Commerce, Ste. 100 Little Rock, AR 72201 (501) 324-2233
<u>UNIVERSITY OF ARKANSAS - FORT SMITH</u> Boreham Library 5210 Grand Ave. Fort Smith, AR 72913 (479) 788-7204	<u>ARKANSAS STATE UNIVERSITY - NORMA WOOD LIBRARY</u> 1600 S. College St. Mountain Home, AR 72653 (870) 508-6112
<u>CENTRAL ARKANSAS LIBRARY SYSTEM</u> 100 Rock St. Little Rock, AR 72201 (501) 918-3000	

Surrounding Locations:

<u>ALLIANCE FOR NONPROFIT EXCELLENCE</u> 5100 Poplar Ave., Ste. 502 Memphis, TN 38137 (901) 684-6605	<u>JACKSON/HINDS LIBRARY SYSTEM</u> Eudora Welty Library 300 N. State St. Jackson, MS 39201 (601) 968-5803
<u>MEMPHIS PUBLIC LIBRARY AND INFORMATION CENTER</u> 3030 Poplar Ave. Memphis, TN 38111 (901) 415-2734	<u>LOUISIANA ASSOCIATION OF NONPROFIT ORGANIZATIONS</u> 2601 Line Ave. Ste. D Shreveport, LA 71104 (318) 865-5510
<u>MISSOURI SOUTHERN STATE UNIVERSITY</u> Resource Development Center 3950 E. Newman Rd., L-329 Joplin, MO 64801 (417) 659-5472	<u>SHREVE MEMORIAL LIBRARY</u> 424 Texas St. Shreveport, LA 71120 (318) 226-5894

Grant Station– (As a member of the Arkansas Coalition for Excellence (ACE), ASPSF is able to access Grant Station at no additional charge.

www.grantstation.com

USER NAME: rness38!g*

PASSWORD: bmkgtmu\$35

To find out whether or not a foundation is a good potential choice for funding, one would want to look at **Guide Star** <http://www2.guidestar.org/> to research their tax returns and see what type of organizations and locations of funds that have been awarded in the past. You must sign up for a free account to search.

Donor Survey Tools

NATIONAL CENTER FOR CHARITABLE STATISTICS- (This website allows you to search for Foundations, Charities, and other non-profits (e.g. clubs) sorted by county in Arkansas)

<http://nccsdataweb.urban.org/PubApps/990search.php?a=1&basic=0&bmf=1>

EXAMPLE:

- Type in the field **Location: Clark County**
- Type in the field of **State: Arkansas**
- **Organization type: All Organizations**
Leave all other fields blank. Click submit. (Clark County = 180 results)

CHARITY VAULT- (Limited to larger cities in Arkansas and other parts of the U.S.... Here is the list of Arkansas cities that are shown. Go to: <http://www.charity-charities.org/charities/AR.html>. Scroll down to **Featured Charities & Non Profit Organizations in Arkansas by City** to view the following list of cities:

[Alma](#)

[Batesville](#)

[Benton](#)

[Bentonville](#)

[Conway](#)

[Dumas](#)

[El Dorado](#)

[Eureka Springs](#)

[Fairbanks](#)

[Fayetteville](#)

[Fordyce](#)

[Fort Smith](#)

[Greenbrier](#)

[Hatfield](#)

[Heber Springs](#)

[Hot Springs](#)

[Huntsville](#)

[Jonesboro](#)

[Little Rock](#)

[Lonoke](#)

[Lowell](#)

[Mountain Home](#)

[North Little Rock](#)

[North Little Rock,](#)

[Pine Bluff](#)

[Rogers](#)

[Siloam Springs](#)

[Springdale](#)

[West Memphis](#)

CHURCH ANGEL- (Search for area Churches listed by city. Contact info included phone and address in most cases.)

<http://www.churchangel.com/arkansas.htm>

SCHOOL SEARCH- (Search for area schools. Type in the specific city and state and all of the area schools will appear.)

<http://schools.advancedaccess.com/Default.aspx?st=usa>

NEED AN ADDRESS, PHONE NUMBER, OR REVERSE LOOK UP FOR A NUMBER YOU ALREADY HAVE? THIS WORKS FOR INDIVIDUALS AND BUSINESSES.

www.whitepages.com or www.anywho.com

Just in case some Clubs do not appear on the Chamber list or from the searches above, below is a list of direct links to some of the Arkansas state websites:

<p>ALPHA DELTA KAPPA http://www.alphadeltakappa.org/Chapter_Locations.html#AR</p>	<p>MASONIC LODGE OF EDUCATION: Click on Arkansas http://www.masonic-lodge-of-education.com/masonic-lodge-locations.html</p>
<p>ALTRUSA INTERNATIONAL: Arkansas is in district 8 http://www.altrusa.com/ClubsDistricts/ClubLocations.aspx</p>	<p>OMEGA PSI PHI FRATERNITY: Click on Arkansas http://www.omegaphiphifraternity.org/omega_chapters.asp</p>
<p>BETA SIGMA PHI INTERNATIONAL: http://www.betasigmaphi.org/index.php</p>	<p>OPTIMIST INTERNATIONAL: Click on District 34: Arkansas http://www.optimist.org/DistrictDirectory.cfm</p>
<p>BENEVOLENT & PROTECTIVE ORDER OF ELKS OF THE USA: Click on Arkansas to pull up a state list. http://www.elks.org/locator.cfm</p>	<p>PHI BETA SIGMA FRATERNITY: http://www.eksigmas.com/chapterlinks.html</p>
<p>KNIGHTS OF COLUMBUS: Click on United States then on Arkansas. http://www.kofc.org/un/eb/en/officers/fac.html</p>	<p>RETIRED TEACHERS ASSOCIATION: ARKANSAS: Scroll down to see if your area is listed. http://artanow.com/?page_id=21</p>
<p>LIONS CLUB & LEO CLUB INTERNATIONAL: Search by state. http://www.lionsclubs.org/EN/find-a-club.php</p>	<p>ROTARY CLUB INTERNATIONAL: http://www.rotary.org/en/AboutUs/SiteTools/ClubLocator/Pages/ridefault.aspx?k=ClubCountry%3a%22100%22%20ClubState%3a%22AR%22&speCountries=100&speState=AR</p>
<p>LOYAL ORDER OF MOOSE: Search by state. http://www.mooseintl.org/Public/MooseSearch.aspx</p>	

Donor Survey: Supporters, Prospects & Beneficiaries as of 10/27/2011

S	Supporters	Prospects	Beneficiaries
Individuals:	<p>Board Members Past Board Members Fish & Catfish Fundraiser Participants <u>Streett Law Firm, PA: \$40¹</u> <u>Vikki Johnson Trust: \$997</u></p>	<p>Recipient recommenders Attorneys in Russellville Area Attorneys in Dardanelle Financial Services and Investment/Financial Advisors in Russellville Area Financial Advisors in Dardanelle</p>	<p>SPSF Alumni</p>
Social Networks/ Organizations:	<p><u>Junior Auxiliary of Russellville: \$1,200</u> <u>Russellville Noon Lions: \$500</u> <u>Russellville Rotary Club: \$250</u> Junior Chamber of Commerce: \$250 <u>First United Methodist Church: \$190</u></p>	<p><u>Dardanelle Chamber of Commerce</u> <u>Churches/Houses of Worship in Russellville Area</u> Clubs & Organizations in Russellville Area Clubs & Organizations in Danville Non-Profit Organizations in Dardanelle</p>	<p><u>Russellville Area Chamber of Commerce</u> <u>Arkansas Tech Student Organizations</u> <u>Arkansas Tech Alumni Association</u> UACCM Student Organizations UACCM Alumni Association</p>
Foundations:	<p><u>ASPSF: \$14,000</u> <u>Entergy Charitable Foundation (thought ASPSF): \$925 (up to \$1,150)</u> <u>Fruehauf Foundation (through ASPSF): \$10,000</u> <u>GTE Foundation: \$1,000</u> <u>Pope County Community Foundation: \$4,000 (up to \$5,000)</u> <u>River Valley United Way: \$2,500</u></p>	<p><u>AAUW Community Action Grant (\$5,000 - \$10,000)</u> <u>ACF Area Scholarship Funds</u> <u>BL Foundation (total giving \$2,250)</u> <u>Rebsamen Fund (\$1,000 - 10,000)</u> <u>Staples Foundation for Learning (\$5,000 - \$25,000)</u> <u>Tyson Food Foundation (?)</u> <u>Verizon Foundation (\$5,000 - \$10,000)</u> <u>Walton Family Foundation through ARVEST Bank (up to \$3,000)</u> <u>Women's Foundation of Arkansas (\$500 - \$5,000)</u></p>	<p><u>Arkansas Tech Foundation</u> <u>UACCM Foundation</u></p>
Businesses:	<p><u>ARVEST Bank: \$100</u> Arwest Communications: \$500 Bank of the Ozarks: \$500 Chambers Bank: \$500 <u>Chambers Memorial Hospital: \$500</u> Custom Wood Recycling: \$500 Dana Corporation: \$200 Firestone Tube Company: \$160 Frank Griffin Oil Co: \$100</p>	<p><u>Bank of Ozarks through headquarters in Little Rock (up to \$500)</u> <u>Federal Home Loan Bank of Dallas Corporate Giving Program (\$1,500 - \$15,000)</u> First Electric Trust (up to \$1,000) Tyson Foods Corporate Giving Program (?) <u>Wal-Mart Community Grants (up to \$1,000)</u> Banks in Russellville Area Banks in Dardanelle</p>	<p>SPSF recipient vendors: <u>Arkansas Tech University</u> UACCM <u>Child Care in Russellville Area</u> <u>Child Care in Dardanelle</u> Utilities in Russellville Area <u>Public Utilities in Dardanelle</u></p>

¹ Highest amount donated to date
 SPSF of Pope/Yell Counties

Donor Survey: Supporters, Prospects & Beneficiaries as of 10/27/2011

<p>Businesses (cont.):</p>	<p><u>Humphrey Funeral Services: \$100</u> <u>Innovation Industries: \$1,000</u> <u>J & M Oil Company: \$40</u> <u>Johnson Investment Group: \$600</u> <u>Lee Ann's Fine Jewelry: \$40</u> <u>Liberty Bank: \$250</u> <u>Lieblong Eye Clinic: \$40</u> <u>Miller Chick Service: \$50</u> <u>Ownbey Agency: \$40</u> <u>Petit Jean Poultry: \$500</u> <u>PFG Frank Griffin Oil: \$100</u> <u>Regions Bank: \$200</u> <u>Sav-A-Sum Market: \$500</u> <u>Shelter Ins. Companies: \$50</u> <u>Simmons First Bank: \$240</u> <u>Sorrells Body Shop, Inc: \$200</u> <u>St Mary Regional Medical Center: \$500</u> <u>Steve Standridge Insurance: \$500</u> <u>Terra Renewal Services: \$500</u> <u>Tiger Mart: \$500</u> <u>Transco Lines: \$600</u> <u>VanHorn Family Ltd Partnership: \$140</u> <u>ASPSF Scrip program: \$100</u></p>	<p><u>Hospitals in Russellville Area</u> <u>Hospitals in Dardanelle</u> <u>Manufacturer/Processor in Russellville Area</u> <u>Industries/Manufacturing in Dardanelle</u> <u>Funeral Directors in Russellville Area</u> <u>Funeral Directors in Dardanelle</u> <u>Oil and Gas Distributors and Marketing in Russellville Area</u> <u>Jewelers in Russellville Area</u> <u>Optical, Optometry, Ophthalmology, Opticians and Optical Labs in Russellville Area</u> <u>Optometrists in Dardanelle</u> <u>Insurance in Russellville Area</u> <u>Insurance in Dardanelle</u> <u>Waste Management in Russellville Area</u> <u>Trash Management in Dardanelle</u> <u>Grocery Stores in Russellville Area</u> <u>Grocery Stores in Dardanelle</u> <u>Service Stations/Convenience Stores in Russellville Area</u></p>	<p>SPSF bank: <u>First Security</u></p>
<p>Government:</p>	<p><u>ADHE: \$4,123.74</u></p>	<p><u>City of Russellville</u> <u>Pope County Government</u> <u>City of Dardanelle</u> <u>Yell County Government</u></p>	<p><u>Arkansas Catfish Promotion Board</u></p>