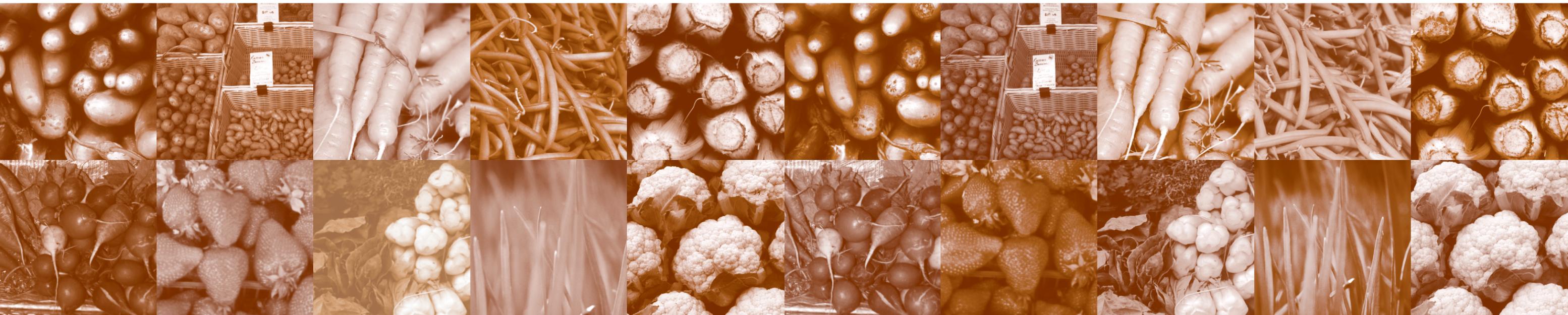


# FILLING OUR BOWLS



505 Eighth Ave., Suite 2100 NY, NY 10018-6582 | (212) 629-8850 | (212) 465-9274 | [www.worldhungeryear.org](http://www.worldhungeryear.org)

A Grassroots Guide to Fundraising



Photos by Jared Lawson | Design by RuConcept.com



A Serving Up Justice Publication

“WHY is a leading advocate for innovative, community-based solutions to hunger and poverty. WHY challenges society to confront these problems by advancing models that create self-reliance, economic justice, and equal access to nutritious and affordable food.”



Whether providing meals to the hungry, offering a job training course to battered women, or building low income housing for an impoverished community, many non-profits face one common struggle... lack of funding.

Making ends meet for social service agencies has always been a struggle as each year the competition grows for a dwindling pool of funds. As a part of our mission, WHY (World Hunger Year), aims to advance models that create self-reliance, economic justice and equal access to nutritious and affordable food. Increasingly when organizations come to us for support, they are asking for funding resources. Whether it's through granting them one of our Harry Chapin Self Reliance Awards or promoting Community Food Project grantees through our Food Security Learning Center, when organizations have asked for our help, they've asked for our help in securing funding.

In early 2006 WHY released Serving Up Justice a basic guide to building a program focused on community food security. While this guide covered the bare bones of grant writing and fundraising, this expansion of Serving Up Justice's fundraising section seemed important in order to address what is such an important issue for grassroots organizations.

We designed this addendum to Serving Up Justice to speak to all levels of fundraising savvy whether it's a long time WHY partner looking to switch from corporate sponsorship of programs to a Social Enterprise Model or a church looking for grant writing tips so that they can start a soup kitchen. We have made an attempt to touch on many of the aspects of the grant writing and fundraising process. In this guide we've included information on in kind donations, corporate, government, and foundation grants, as well as a section on Social Enterprise an innovative method for organizations to create their own revenue.

At WHY we strive to offer organizations the support they need to grow and give. Our hope is that this grassroots guide to fundraising will serve as a useful tool to improving a model program or starting a new one from scratch.



## Writing A Grant

Even for the most experienced fundraisers, grant writing can be a difficult chore. Criteria can vary greatly and for a first time applicant the task can be daunting. Thankfully there are several free, web based resources that provide comprehensive models for writing Request For Proposals (RFPs). Below we have listed several of these resources, among them The Foundation Center one of the most noted resources for this type of information.

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### The Foundation Center

<http://foundationcenter.org>

The Foundation Center is the most authoritative source of information on private philanthropy in the United States. They help grantseekers, grantmakers, researchers, policymakers, the media, and the general public better understand the field of philanthropy.

### Non-profit guides

[www.npguides.org](http://www.npguides.org)

Non-profit guides are free web-based grant-writing tools for non-profit organizations, charitable, educational, public organizations, and other community-minded groups. These guides are designed to assist established non-profits through the grant-writing.

### Proposal Writer

[www.proposalwriter.com](http://www.proposalwriter.com)

Online resource for non-profits that includes among other items, a check list for writing and submitting grant proposals and a subject based search engine for finding topic-specific grants.

### United Way Grant Writing Training Materials

[national.unitedway.org](http://national.unitedway.org)

Free course materials used to train United Way non profits in writing grants including how to project outcomes, activities, indicators and targets.



## Government Grants

The Federal Government gives out over \$400 billion in grants each year. The money is given out through 26 Federal grant-making agencies and over 900 individual grant programs. Federal grants fund programs dealing with food access, community economic development, children, youth and more. Tapping into these grant programs is a great way for community based organizations to find funding for their programs. Most government grants can be found and applied for online. Below are some key Federal grants that are offered to non-profit organizations.

**Assets for Independence Project (AFI)**  
Administration for Children and Families,  
Office of Community Services (OCS)  
L'Enfant Promenade, SW. Suite 500 West Washington, DC 20008  
(202) 401-4626 | [afiprogram@acf.hhs.gov](mailto:afiprogram@acf.hhs.gov)  
[www.acf.hhs.gov/grants](http://www.acf.hhs.gov/grants)

The Administration for Children and Families, Office of Community Services (OCS) will accept applications for financial assistance to establish and administer Assets for Independence (AFI) Projects. These projects assist low-income people in becoming economically self-sufficient. They do so by teaching project participants about economic and consumer issues and enabling them to establish matched savings accounts called Individual Development Accounts (IDA) in order to save for a first home, a business or higher education.

**Children Youth, Families at Risk Program (CYFAR):**

**New Communities Projects**

CYFAR New Communities Project

c/o Proposal Services Unit

Cooperative State Research, Education, and Extension Service  
US Department of Agriculture (USDA)

Room 1420, Waterfront Centre

800 9th Street, S.W. Washington, DC 20024

[www.csrees.usda.gov/nea/family/cyfar](http://www.csrees.usda.gov/nea/family/cyfar)

The Children Youth, Families at Risk Program (CYFAR): New Communities Projects support community-based programs serving children, youth, and families in at-risk environments. CYFAR funds are intended to support the development of high quality, effective programs based on research and to document the impact of these programs on children.

**Community Food Projects Competitive Grants Program (CFP)**

US Department of Agriculture (USDA)

Cooperative State Research, Education, and Extension Service  
1400 Independence Avenue SW, Stop 2201

Washington, DC 20250-2201

[www.csrees.usda.gov](http://www.csrees.usda.gov)

Established by Congress in 1996, the USDA's Cooperative State Research, Education and Extension Service's Community Food Projects Competitive Grants Program is one of the pioneer initiatives and the leading funder of the US Food Security Movement. Grants are intended to help eligible private nonprofit entities in need of a one-time infusion of federal assistance to establish and carryout multipurpose community food projects.

**Community Services Block Grant Program Community Economic Development Discretionary Grant Program**

Administration for Children and Families

Office of Community Services Operations Center

1515 Wilson Blvd., Suite 100 Arlington, VA 22209

(800) 281-9519 | [OCSGRANTS@acf.hhs.gov](mailto:OCSGRANTS@acf.hhs.gov)

[www.acf.hhs.gov/grants](http://www.acf.hhs.gov/grants)

The Community Services Block Grant Program Community Economic

Development Discretionary Grant Program seeks to create new employment and business development opportunities for low-income individuals. The Office of Community Services (OCS) will award Community Economic Development (CED) discretionary grant funds for operational projects to Community Development Corporations (CDCs) that are experienced in implementing economic development projects.

**Food Stamp Outreach Grant Competition**

United States Department of Agriculture, Food and Nutrition Service  
3101 Park Center Drive, Room 738 Alexandria, VA 22302

(703) 305-2848 | [www.fns.usda.gov/fsp/outreach](http://www.fns.usda.gov/fsp/outreach)

The purpose of Food Stamp Outreach Grants is to implement and study effective strategies to inform and educate potentially eligible low income people not currently participating in the Food Stamp Program about the nutrition benefits of the FSP, eligibility rules, and how to apply.

**Food Stamp Program Participation Grant Competition**

FNS, USDA

3101 Park Center Drive, Room 738 Alexandria, VA 22302

(703) 305-2848 | [www.fns.usda.gov/fsp/government/grants](http://www.fns.usda.gov/fsp/government/grants)

The purpose of Food Stamp Program Participation Grants is to improve access to, and awareness of, USDA's Food Stamp Program for low-income households. The Food Stamp Program, administered by USDA's Food and Nutrition Service, is the cornerstone of federal nutrition assistance programs and provides crucial support to working poor and needy households.



# Foundation Grants

Foundations are committed to fostering knowledge and innovation to enrich and sustain the lives and livelihoods of poor and excluded people throughout the world. The majority of foundations help those who are in need of aid in the fields of education, the arts and in the field of human services. With the help of these organizations, what was seen as impossible for some can be achieved through various sources. The foundations below help those in need domestically and abroad to change their lives.

## Carnegie Corporation of New York

437 Madison Avenue New York, NY 10022  
(212) 371-3200 | [www.carnegie.org](http://www.carnegie.org)

Carnegie Corporation of New York was created by Andrew Carnegie in 1911 to promote "the advancement and diffusion of knowledge and understanding." As a grant making foundation, the Corporation seeks to carry out Carnegie's vision of philanthropy, which he said should aim "to do real and permanent good in this world." While current program directions have been designed to correspond with the Corporation's historic mission and legacy and to maintain the continuity of its work, they are also intended to serve as catalysts for change.

## Centers for Disease Control and Prevention Foundation (CDC)

50 Hurt Plaza, Suite 765 Atlanta, GA 30303

(404) 653-0790 | (888) 880-4CDC

[www.cdcfoundation.org](http://www.cdcfoundation.org)

Since the **Centers for Disease Control and Prevention Foundation** began operating in 1995, they have forged a wide array of successful partnerships that boost their important work. Sometimes, these partnerships begin with brilliant CDC scientists who have ideas, but lack the resources to test and implement them. At other times, individuals or organizations that share a passion for CDC's mission recognize that they can better accomplish their own public health goals by working through the CDC Foundation to engage and empower CDC scientists.

## Charles Stewart Mott Foundation

Mott Foundation Building

503 S. Saginaw Street, Suite 1200 Flint, MI 48502

(810) 238-5651 | [www.mott.org](http://www.mott.org)

The Charles Stewart Mott Foundation affirms its founder's vision of a world in which each of us is in partnership with the rest of the human race – where each individual's quality of life is connected to the well-being of the community, both locally and globally. The Mott Foundation pursues this vision through creative grantmaking, thoughtful communication and other activities that enhance community in its many forms.

## Cottonwood Foundation

Box 10803 White Bear Lake, MN 55110

[Cottonwood@igc.org](mailto:Cottonwood@igc.org) | [www.cottonwoodfdn.org](http://www.cottonwoodfdn.org)

Cottonwood Foundation, a charitable, tax-exempt, 501(c) (3) organization, is dedicated to promoting the empowerment of people, protection of the environment, and respect for cultural diversity. The foundation focuses its funding on committed, grassroots organizations that rely strongly on volunteer efforts and where foundation support will make a significant difference.

## Entergy Charitable Foundation Grant

P.O. Box 61000 New Orleans, LA 70161

(501) 377-3553 | [www.energy.com](http://www.energy.com)

The goal of the Entergy Charitable Foundation (ECF) is to support initiatives that help create and sustain thriving communities. ECF has a special focus on low-income initiatives as well as educational and literacy programs. The Foundation seeks programs that provide for innovative and measurable ways to positively impact families and their ability to support those most vulnerable, the children and the elderly.

## Feminist Majority Foundation

1600 Wilson Boulevard, Suite 801 Arlington, VA 22209

(703) 522-2214 | [www.feminist.org](http://www.feminist.org)

The Feminist Majority Foundation (FMF), which was founded in 1987, is a cutting edge organization dedicated to women's equality, reproductive health, and non-violence. In all spheres, FMF utilizes research and action to empower women economically, socially, and politically. Our organization believes that feminists - both women and men, girls and boys - are the majority, but this majority must be empowered.

## Harry Chapin Foundation

16 Gerard Street Huntington, NY 11743

(631) 423-7558

[www.foundationcenter.org/grantmaker/harrychapin](http://www.foundationcenter.org/grantmaker/harrychapin)

Harry Chapin believed the issue of world hunger was one that could be eradicated in a lifetime, and his tireless pursuit of that goal was obvious. The Foundation will focus its funding program in the following areas: Agricultural Programs that support the preser-

vation of individually-owned farms, support for citizen organizations that promote equitable food production and distribution or Community Education, programs to identify community needs and mobilize resources to meet them, fostering social and economic justice.

## Kellogg Foundation

One Michigan Avenue East Battle Creek, MI 49017-4012

(269) 968-1611 | [www.wkkf.org](http://www.wkkf.org)

Over the years, the Kellogg Foundation's programming has evolved, striving to remain innovative and responsive to the ever-changing needs of society. Today, the organization ranks among the world's largest private foundations. Grants are awarded in the United States, Latin America and the Caribbean, and seven countries in southern Africa – Botswana, Lesotho, Malawi, Mozambique, South Africa, Swaziland, and Zimbabwe.

## MAZON: A Jewish Response to Hunger

1990 South Bundy Drive, Suite 260 Los Angeles, CA 90025

(310) 442-0020 | [www.mazon.org](http://www.mazon.org)

Each year, MAZON grants over \$3 million to more than 300 carefully screened hunger-relief agencies, including emergency food providers, food banks, multi-service organizations and advocacy groups that seek long-term solutions to the hunger problem.

## Nathan Cummings Foundation

475 Tenth Ave, 14th Floor New York, NY 10018

[www.nathancummings.org](http://www.nathancummings.org)

The Nathan Cummings Foundation is rooted in the Jewish tradition and committed to democratic values and social justice, including fairness, diversity, and community. They seek to build a socially and economically just society that values and protects the ecological balance for future generations; promotes humane health care; and fosters arts and culture that enriches communities.

## Robert Wood Johnson Foundation

Local Initiative Funding Partners Program 2007

[www.lifp.org](http://www.lifp.org)

Local Initiative Funding Partners provides grants of \$200,000 to \$500,000 per project, which must be matched dollar for dollar by local grantmakers such as community foundations, family foundations, corporate grantmakers, and others. The total award is paid out over a three-year or four-year period. Grants are awarded after a competitive process that begins when a project is nominated by a local funder according to the guidelines specified in the Call for Proposals.

## Soros Foundation

400 W 59th Street New York, NY 10019

(212) 548-0600 | [www.soros.org](http://www.soros.org)

The Open Society Institute (OSI), a private operating and grant making foundation, aims to shape public policy to promote democratic governance, human rights, and economic, legal, and social reform. On a local level, OSI implements a range of initiatives to support the rule of law, education, public health, and

independent media. At the same time, OSI works to build alliances across borders and continents on issues such as combating corruption and rights abuses.

## The Ford Foundation

320 East 43rd Street New York, NY 10017

(212) 573-5000 | [www.fordfound.org](http://www.fordfound.org)

The Ford Foundation works mainly by making grants or loans that build knowledge and strengthen organizations and networks. Within their broad goals, they focus on a limited number of problem areas and program strategies. Program officers in the United States, Africa, the Middle East, Asia, Latin America and Russia explore opportunities to pursue the foundation's goals, formulate strategies and recommend proposals for funding.

## The Karma Foundation

140 Arretton Road Princeton, NJ 08540

(609) 924-5939

[www.karmafoundation.org](http://www.karmafoundation.org)

The Karma Foundation was established in 1996 to provide grants in support of organizations engaged in activities and programs in various areas. These areas are Arts & Culture, Education and Literacy, Health and Human Resources and the Development & Enrichment of Judaism.

## The Rockefeller Foundation

420 Fifth Ave New York, NY 10018

(212) 869-8500 | (800) 645-1133 | [www.rockfound.org](http://www.rockfound.org)

The Rockefeller Foundation organizes grant making around a set of programs which are based on their direct relevance to the mission, historic strengths and the regions in which they operate. As a matter of policy, the Foundation does not give or lend money for personal aid to individuals or, except in rare cases, fund endowments or contribute to building and operating funds.

## The Rotary Foundation

One Rotary Center

1560 Sherman Ave. Evanston, IL 60201

(847) 866-3000 | [www.rotary.org](http://www.rotary.org)

Rotary is a worldwide organization of business and professional leaders that provides humanitarian service, encourages high ethical standards in all vocations, and helps build goodwill and peace in the world. Approximately 1.2 million Rotarians belong to more than 32,000 clubs in more than 200 countries and geographical areas.

## The SEED Foundation

1776 Massachusetts Avenue, NW, Suite 600

Washington, DC 20036

(202) 785-4123 | [www.seedfoundation.com](http://www.seedfoundation.com)

The SEED Foundation is a national non-profit that partners with urban communities to provide innovative educational opportunities that prepare underserved students for success in college. The Foundation developed the SEED school model and opened its first school, The SEED School of Washington, DC, in 1998.

# Corporate Grants

Corporations tend to give to non-profits whose programs benefit the communities where their employees live and work. Corporate support can be cash grants or in-kind gifts. Many corporations follow a concept of "profitable philanthropy." The challenge of a non-profit is to describe their project in a way that will benefit them. Any presentation to corporate funding officials must emphasize what they are buying with their grant e.g., prestige, employee satisfaction, publicity that gives them a good corporate image as a generous philanthropist in the community, etc.

There are many corporations out there that can match your need. Try to tailor your search to the program you are creating.

Below are some corporations who will fund non-profits.

**Bank of America Charitable Foundation**  
101 S. Tryon St., NC1-002-33-77 Charlotte, NC 28255-0001  
Volunteer Grants (800) 218-9946 | [www.bankofamerica.com/foundation/index.cfm?template=fd\\_funding](http://www.bankofamerica.com/foundation/index.cfm?template=fd_funding)

Bank of America seeks opportunities to touch the communities in which they do business, helping them grow and prosper. They understand the important stake they have in their neighborhoods. They also understand that the success of their business is hinged on the success of these neighborhoods. Through their charitable giving programs, they are able to direct financial and human resources to the places and people they serve.

**General Mills Foundation**  
P.O. Box 1113 Minneapolis, MN 55440  
[www.generalmills.com/corporate/commitment/foundation.aspx](http://www.generalmills.com/corporate/commitment/foundation.aspx)

The General Mills Foundation's mission is to provide financial support to nonprofit organizations that make a distinctive contribution to the quality of life and that strengthen the capacity of communities to solve problems and create opportunities for all citizens. The General Mills Foundation focuses on grant making, employee gift-matching and scholarships. Through specific grant programs, such as Champions Youth Nutrition and Fitness and Celebrating Communities of Color, the Foundation is able to focus on areas of particular need. Grants are targeted to youth nutrition and fitness, arts and culture, education, and social services.

**IBM**  
1301 K St., NW, 4th Fl., W. Tower Washington, DC 20005  
(202) 515-4504 | [www.ibm.com/ibm/ibmgives/grant/](http://www.ibm.com/ibm/ibmgives/grant/)  
To make the most effective use of IBM resources and expertise, IBM has selected priority issues and key initiatives for investment. Their main focus is Education. They also provide smaller grants in the areas of Adult Education and Workforce Development, Arts and Culture and Communities in Need. In addition, they provide opportunities for IBM employees to support their communities and the issues they care about through Employee Giving.

**Merrill Lynch**  
100 Union Ave. Cresskill, NJ 07626  
(201) 871-0350 | [philant7@exchange.ml.com](mailto:philant7@exchange.ml.com)  
<http://www.ml.com/philanthropy>  
Merrill Lynch provides grants to charitable organizations through its branch offices, business groups, subsidiaries, the Merrill Lynch Foundation and their online Grant Application form. Merrill Lynch gives priority to specific innovative, sustainable programs and projects that serve the unmet educational needs and interests of an ethnically diverse population with limited access to financial resources.

**Microsoft**  
P.O. Box 21927, MAC P6540-144 Seattle, WA 98111  
<http://www.microsoft.com/citizenship/giving>  
Microsoft Community Affairs administers all of Microsoft's community investment programs. Founded in 1983, Microsoft Community Affairs was one of the first corporate community investment programs in the high-tech industry. Microsoft is one of the largest contributors in the high-tech industry and the third largest among all businesses in the United States.

**Sony**  
Sony USA Foundation Inc.  
550 Madison Avenue, 33rd Floor New York, NY 10022-3211  
Att: Communications and Public Affairs Department  
[www.sony.com/SCA/philanthropy/guidelines.shtml](http://www.sony.com/SCA/philanthropy/guidelines.shtml)  
Sony's company-wide philanthropic efforts reflect the diverse interests of their core businesses and focus on several distinct areas: arts education, arts and culture, health and human services, civic and community outreach, education, and volunteerism. Each operating company has its own philanthropic priorities and unique resources. While positive consideration is given to efforts that promote literacy and basic educational competency, the company also seeks to apply its financial, technological, and human resources to the encouragement of the creative, artistic, technical, and scientific skills required of tomorrow's workforce.

**Starbucks**  
2401 Utah Ave. S Seattle, WA 98134  
[foundationgrants@starbucks.com](mailto:foundationgrants@starbucks.com)  
[www.starbucks.com/aboutus/foundation.asp](http://www.starbucks.com/aboutus/foundation.asp)  
Starbucks funds programs for youth, ages 6-18 that integrate lit-

eracy with personal and civic action in the communities where they live. The Starbucks Foundation invites proposals from qualifying 501(c)3 organizations that work with underserved youth in the fields of literacy (reading, writing and creative/media arts) and environmental literacy.

**UPS**  
The UPS Foundation  
55 Glenlake Parkway, NE Atlanta, GA 30328  
Attn: Grant Proposals  
[community.ups.com/philanthropy/main.html](http://community.ups.com/philanthropy/main.html)  
The UPS Foundation focuses on hunger, literacy and volunteerism. By making grants and contributing other resources, like volunteers, technical assistance and their expertise, The UPS Foundation enables not-for-profit organizations to serve communities more effectively around the world.

**Verizon Foundation**  
(800) 360-7955  
Email: [Verizon.Foundation@Verizon.com](mailto:Verizon.Foundation@Verizon.com)  
<http://foundation.verizon.com/index.shtml>  
As the philanthropic arm of Verizon and one of the largest corporate foundations in the world, the Verizon Foundation supports and invests in the people and organizations working to improve the quality of life in their communities. Their efforts are rooted in a century-old tradition of giving back to the communities they serve, guided by a firm belief that technology can have a profound and positive effect on social issues.

## Matching Gifts

Matching gifts can be an important source of support for non-profit charitable organizations. They are also an increasingly important way for companies to allow their employees to direct a portion of the monies earmarked for charitable contribution, the company then matches the employee's donation. Below are some organizations that participate.

**Cisco**  
[www.cisco.com/web/about/ac48/about\\_cisco\\_matching\\_gifts\\_programs.html](http://www.cisco.com/web/about/ac48/about_cisco_matching_gifts_programs.html)

**GE Foundation**  
[http://www.ge.com/foundation/grant\\_initiatives/matching\\_gifts.html](http://www.ge.com/foundation/grant_initiatives/matching_gifts.html)

**Hewlett Packard**  
[www.hp.com/hpinfo/grants/us/cash\\_matching.html](http://www.hp.com/hpinfo/grants/us/cash_matching.html)

**Motorola**  
<http://www.motorola.com/content.jsp?globalObjectId=5187-8315>

# Social Enterprise

There are ways to raise funds for your organization aside from grant writing and other traditional methods. Many non-profits are engaged in social enterprise as a new way to fund their programs. A social enterprise, as defined by the Social Enterprise Alliance, is an organization or venture that advances its social mission through entrepreneurial earned income strategies. From bean soups to specialty soaps to handmade paper, these social enterprise models are creating income for themselves while providing meaningful job training skills to participants like marketing, culinary arts as well as basic life skills. Below are some foundations that specifically fund social enterprise programs, as well as some model social enterprise organizations.



## Foundations

### Ashoka

1700 North Moore Street, Suite 2000 Arlington, VA 22209  
(703) 527-8300 | [www.ashoka.org](http://www.ashoka.org)

Ashoka's mission is to shape a citizen sector that is entrepreneurial, productive and globally integrated, and to develop the profession of social entrepreneurship around the world. Ashoka identifies and invests in leading social entrepreneurs - extraordinary individuals with unprecedented ideas for change in their communities - supporting them, their ideas and institutions through all phases of their careers.

### Schwab Foundation for Social Entrepreneurship

Route de la Capite 91-93  
CH - 1223 Cologny/Geneva Switzerland  
+41 22 869 1212 | [info@schwabfound.org](mailto:info@schwabfound.org)

The Schwab Foundation for Social Entrepreneurship provides unparalleled platforms at the country, regional and global levels that highlight social entrepreneurship as a key element to advance societies and address social problems in an innovative and effective manner.

### Skoll Foundation

250 University Avenue, Suite 200 Palo Alto, CA 94301  
(650) 331-1031

[grants@skollfoundation.org](mailto:grants@skollfoundation.org) | [www.skollfoundation.org](http://www.skollfoundation.org)

The Skoll Foundation's mission is to advance systemic change to benefit communities around the world by investing in, connecting and celebrating social entrepreneurs. The Skoll Foundation was created by Jeff Skoll in 1999 to pursue his vision of a world where all people, regardless of geography, background or economic status, enjoy and employ the full range of their talents and abilities. Skoll, who was the first employee and first President of eBay, believes that strategic investments in the right people can lead to lasting social change.

## Model Programs

### Model Social Enterprises

#### The Enterprising Kitchen

4426 North Ravenswood Chicago, Illinois 60640  
(773) 506-3880 | [info@theenterprisingkitchen.org](mailto:info@theenterprisingkitchen.org)

[www.theenterprisingkitchen.org](http://www.theenterprisingkitchen.org)

The Enterprising Kitchen (TEK) provides workforce development and support services to women who are working toward self-sufficiency and economic independence. Within the context of a business where TEK manufactures natural soaps and spa products, under the brand name Choices from The Enterprising Kitchen, women receive intensive workforce preparation and skills development. This includes paid employment, work and life skills training, individualized career planning, high school equivalency preparation, technology training, financial planning and a variety of other support services.

### Greyston Foundation

21 Park Avenue  
Yonkers, NY 10703  
(914) 376-3900

[www.greyston.org](http://www.greyston.org) | [www.greystonbakery.com](http://www.greystonbakery.com)

Since 1990, Greyston has provided permanent housing and supportive services to formerly homeless families in the southwest section of Yonkers. The Greyston Bakery, founded in 1982, has grown into a profitable \$4.3 million operation that employs and trains 55 hard-to-employ workers. The Bakery makes high quality cakes and tarts and is the sole supplier of fudge brownies for Ben & Jerry's ice cream and frozen yogurt.

### Lower Eastside Girls Club of New York

56 E. 1st Street New York, NY 10003  
(212) 982-1633 | [gogirl@girlsclub.org](mailto:gogirl@girlsclub.org) | [www.girlsclub.org](http://www.girlsclub.org)

The Lower East Side Girls Club is dedicated to providing a place where girls and young women age 8-23 can grow, learn, have fun, and develop confidence in themselves and their ability to make a difference in the world. The Girls Club is raising the next generation of environmental, ethical and entrepreneurial

leaders. The Girls Club runs three social venture programs. The Art + Community Gallery represents artists from diverse and often overlooked communities. Sweet Things Bake Shop is a training program and bakery and lastly, a Girl Made and Fair Trade Gift Store called La Tiendita. All three programs provide job training and employment for low-income girls and women living in Lower Manhattan.

### The Women's Bean Project

3201 Curtis St. Denver, CO 80205

(303) 292-1919 | [www.womensbeanproject.com](http://www.womensbeanproject.com)

The Women's Bean Project is a social enterprise that offers a transitional job in gourmet food manufacturing designed to provide immediate income, arrange support services to overcome barriers to employment, and teach the job readiness skills needed to get and keep a job. Program participants come from backgrounds of chronic unemployment and poverty, and the program helps them develop the work and interpersonal skills needed to function independently in the workplace and community. Products made by Women's Bean Project include mixes for foods such as bean soup, chili, cookies and brownies, corn bread and more and are sold on their website, in stores across the U.S., as well as on Amazon.com.

## The Next Step: Resources for Social Enterprise

### Social Enterprise Alliance

[www.se-alliance.org/](http://www.se-alliance.org/)

Social Enterprise Alliance is an association of individuals and organizations building effective, more sustainable nonprofits through earned income strategies. The Alliance connects entrepreneurial nonprofits with learning opportunities, technical assistance and resources to further their efforts.

### Social Enterprise at Harvard Business School

[www.hbs.edu/socialenterprise/](http://www.hbs.edu/socialenterprise/)

The Social Enterprise Initiative at Harvard Business School generates and shares knowledge that helps individuals and organizations create social value in the nonprofit, private, and public sectors.

### The Social Enterprise Research Directory

The directory contains listings (and links where possible) to research papers, articles, books, websites, forums, programs and materials related to social enterprise. Olszak Management Consulting, Inc. developed this directory as a resource for anyone interested in the field of social entrepreneurship, including businesses, nonprofit organizations, consultants, researchers, students, funders and investors. [db.olszak.com/](http://db.olszak.com/)

# In Kind Donations

In-kind support generally consists of donations of assets other than grant money. These might include items such as technology, equipment, and printed materials.



## Staff/Professional Development

### Catholic Network of Volunteer Service

6930 Carroll Avenue, Suite 506 Takoma Park, MD 20912-4423  
(800)543-5046 / (301)270-0900

[cnvsinfo@cnvs.org](mailto:cnvsinfo@cnvs.org) | [www.cnvs.org/](http://www.cnvs.org/)

Catholic Network of Volunteer Service (CNVS) is a national membership organization of Christian volunteer and mission programs that fosters and promotes full-time national and international service opportunities for people of all backgrounds, ages and skills. CNVS supports and enhances the work of its membership by providing training and resources, networking opportunities, and national advocacy.

### Corporation for National and Community Service

1201 New York Avenue, NW Washington, DC 20525  
(202) 606-5000 | [info@cns.gov](mailto:info@cns.gov) | [www.nationalservice.org/](http://www.nationalservice.org/)

The Corporation for National and Community Service plays a vital role in supporting the American culture of citizenship, service and responsibility. The Corporation is the nation's largest grant maker supporting service and volunteering. Through its Senior Corps, AmeriCorps, and Learn and Serve America programs, they provide opportunities for Americans of all ages and backgrounds to express their patriotism while addressing critical community needs.

## Infrastructure Support

### Tides Center

[www.tidescenter.org/index\\_tc.cfm](http://www.tidescenter.org/index_tc.cfm)

Tides Center provides a legal home and a comprehensive infrastructure that helps reduce the complexity of operating a successful nonprofit project. Tides Center enables their projects to stay focused on their mission and fundraising without compromising on the

expertise needed to run day-to-day operations. By providing these integral functions to social entrepreneurs, Tides Center is helping hundreds of progressive social change initiatives move forward.

## Volunteers

### Idealist.org

[www.idealist.org/if/idealist/en/Home/default](http://www.idealist.org/if/idealist/en/Home/default)

Idealist is a project of Action Without Borders. It contains a free database of over 56,000 nonprofit and community organizations in 165 countries. Organizations can post job openings, volunteer opportunities, events, internships, campaigns, and resources in the knowledge that these postings will be seen by over 385,000 My Idealist subscribers from around the world, as well as thousands of people visiting the Idealist site daily.

### The Points of Light Foundation & Volunteer Center National Network

1400 I Street, NW Suite 800 Washington, DC 20005-2208  
(202) 729-8000 | (800) 750-7653 | (800) Volunteer

<http://www.pointsoflight.org/>

The Points of Light Foundation & Volunteer Center National Network engages and mobilizes millions of volunteers who are helping to solve serious social problems in thousands of communities. Through a variety of programs and services, the Foundation encourages people from all walks of life, businesses, nonprofits, faith-based organizations, low-income communities, families, youth, and older adults, to volunteer.

### VolunteerMatch

[www.volunteermatch.org](http://www.volunteermatch.org)

VolunteerMatch attracts thousands of interested volunteers every day. They offer some great resources to find the volunteers organizations might need.

## Technology

### AT&T Access All

AT&T Foundation

1-800-591-9663 | [www.att.com/foundation](http://www.att.com/foundation)

AT&T Access All is a landmark, \$100 million philanthropic initiative that connects families and communities with technology tools that can improve lives. AT&T Access All, the AT&T Foundation's new signature giving program, is the largest single philanthropic commitment in AT&T's history and the nation's largest-ever program to provide in-home technology access.

### Community Technology Foundation of California

One Rincon Center

101 Spear Street, Suite 218 San Francisco, CA 94105

(415) 371-8808 | [www.zerodivide.org](http://www.zerodivide.org) | [info@zerodivide.org](mailto:info@zerodivide.org)

The Community Technology Foundation of California (CTFC) is a public foundation that seeks to foster social justice, equity, and access for underserved communities in California through the

use of information and communications technologies. Since its inception, CTFC has invested more than \$20 million in grants and ZeroDivide initiatives to nonprofit organizations serving low-income, disabled, minority, rural, and inner-city communities.

### Gifts in Kind International

333 North Fairfax Street Alexandria, VA 22314

(703) 836-2121 | <http://www.giftsinkind.org>

Gifts In Kind International is a nonprofit organization that manages product-giving programs for hundreds of corporations, including many software developers. Qualified nonprofit organizations may access donated software and other products in two ways: through a community agency partner (usually a United Way, volunteer agency, food bank or other outreach organization) or directly through Gifts In Kind. Gifts In Kind charges an annual registration fee based on budget and a nominal administrative fee for each donation that covers the cost of request processing, shipping and handling.

### Groundspring.org

Presidio Building 1014

P.O. Box 29256 San Francisco, CA 94129

(415)561-7807 | [www.groundspring.org](http://www.groundspring.org)

Groundspring.org's mission is to improve the effectiveness of the nonprofit sector by providing information technology solutions that facilitate and enhance communication and engagement between nonprofit organizations and their stakeholders. (There is a fee involved.)

## Expert Advice

### Tides Foundation

The Presidio

P.O. Box 29903 San Francisco, CA 94129

(415)561-6400 | [info@tides.org](mailto:info@tides.org)

[www.tidesfoundation.org/index.html](http://www.tidesfoundation.org/index.html)

Tides Foundation offers philanthropic services and expert advice to individuals, family foundations, and institutions.

## Free Advertising

### Google Grants

[fconline.foundationcenter.org/pnd/10003588/google](http://fconline.foundationcenter.org/pnd/10003588/google)

The Google Grants program supports organizations that share the company's philosophy of community service worldwide in areas such as science and technology, education, global public health, the environment, youth advocacy, and the arts. Designed for 501(c)(3) nonprofit organizations, Google Grants is a unique in-kind advertising program that harnesses the power of Google's flagship advertising product, Google AdWords, to non-profits seeking to inform and engage their constituents online. Google Grants has awarded AdWords advertising to hundreds of nonprofit groups whose missions range from animal welfare to literacy, from supporting homeless children to promoting HIV education.

# International Funding Opportunities

More than 1.2 billion people in the developing world currently live below the international poverty line, earning less than one dollar per day. In response to the overwhelming problem of global poverty, foundations, corporations, and the government create grant programs to provide funding to non-profit organizations working on the ground. Below are some key funding sources for international anti-poverty work.

**ACCION International & ACCION USA Headquarters**  
56 Roland Street, Suite 300 Boston, MA 02129 USA  
(617) 625-7080 | [www.accion.org](http://www.accion.org)

The mission of ACCION International is to give people the tools they need to work their way out of poverty. By providing micro-loans and business training to poor women and men who start their own businesses, ACCION's partner lending organizations help people work their own way up the economic ladder, with dignity and pride. With capital, people can grow their own businesses and earn enough to afford basics like running water, better food and schooling for their children.

**Bill and Melinda Gates Foundation**  
PO Box 23350 Seattle, WA 98102  
(206) 709-3100  
[info@gatesfoundation.org](mailto:info@gatesfoundation.org) | [www.gatesfoundation.org](http://www.gatesfoundation.org)

Guided by the belief that every life has equal value, the Bill & Melinda Gates Foundation works to reduce inequities and improve lives around the world. In developing countries, the Foundation focuses on improving health, reducing extreme poverty, and increasing access to technology in public libraries.

**Ecumenical Church Loan Fund**  
150 route de Ferney  
PO Box 2100  
1211 Geneva 2 Switzerland  
41 22 791 63 12 | [office@eclof.org](mailto:office@eclof.org) | [www.eclof.org](http://www.eclof.org)

Ecumenical Church Loan Fund (ECLOF) is a not-for-profit ecumenical organization based in Geneva, Switzerland. ECLOF's mission is to provide fair credit for human development and sustainable communities. Most of ECLOF committees today are in the South, and their lending activities are concentrated on grassroots development projects.

**Grameen Foundation USA**  
[www.gfusa.org](http://www.gfusa.org)

Grameen Foundation USA (GFUSA) is a global non-profit organization that combines microfinance, new technologies, and innovation to empower the world's poorest people to escape poverty. Founded in 1997, GFUSA's global network includes 52 partners in 22 countries. The network has impacted an estimated 11 million lives in Asia, Africa, the Americas, and the Middle East.

**Mama Cash**  
Eerste Helmersstraat 17 III  
P.O. Box 15686  
1001 ND AMSTERDAM The Netherlands  
31 20 689 36 34 | [info@mamacash.nl](mailto:info@mamacash.nl) | [www.mamacash.nl](http://www.mamacash.nl)  
Mama Cash strives for a peaceful and just world where women are free to make their own choices, develop their talents and skills, and help shape the future of our societies. Mama Cash is a women's foundation which supports groundbreaking and innovative projects conceived by women for women all over the world.

**The McKnight Foundation**  
710 South Second Street, Suite 400 Minneapolis, MN 55401  
(612) 333-4220 | [www.mcknight.org](http://www.mcknight.org)  
The McKnight Foundation supports efforts to strengthen communities, families, and individuals, particularly those in need. It continually explores innovative ideas to advance its goals in partnership with those it serves. Internationally, the Foundation uses its resources to empower those who have had few opportunities for social and economic growth.

**Oxfam America**  
26 West Street Boston, MA 02111  
(617) 728-2594 | [www.oxfamamerica.org](http://www.oxfamamerica.org)  
Oxfam America, an affiliate of Oxfam International, is a non-profit organization that works to end global poverty through saving lives, strengthening communities, and campaigning for change. Oxfam

America partners with local communities to address their needs directly and to create solutions that will be sustainable over time. Oxfam America supports organizations that do work in the approximately 30 countries in which Oxfam America has programs.

**Presbyterian Hunger Program**  
100 Witherspoon Street Louisville, KY 40202  
(888) 728-7228 x5832 | [gpoyntz@ctr.pcusa.org](mailto:gpoyntz@ctr.pcusa.org)  
[www.pcusa.org/hunger/grants.htm](http://www.pcusa.org/hunger/grants.htm)

The Presbyterian Hunger Program provides grants to programs addressing hunger and its causes in the United States and around the world.

**Small Planet Fund**  
25 Mt. Auburn St. #203 Cambridge, MA 02138  
(617) 441-6300 | [www.smallplanetfund.org](http://www.smallplanetfund.org)

The Fund supports movements around the world then it are proving it's possible to re-embed economic life in community, ensure we all eat healthfully, and heal our relationship to the earth. The Fund was founded in February 2002 as Frances Moore Lappe and Anna Lappe launched *Hope's Edge: The Next Diet for a Small Planet*. Moved by the courage of millions of everyday change-makers around the world, the Small Planet Fund supports their critical work and provides a way for those inspired by their stories to connect with these groups.

**Tech Museum Awards**  
Tech Museum of Innovation  
201 South Market Street San Jose, CA 95113  
(408) 795-6338 | [techawards@thetech.org](mailto:techawards@thetech.org)  
[www.techawards.org](http://www.techawards.org)

The Tech Awards program inspires global engagement in applying technology to humanity's most pressing problems by recognizing the best of those who are utilizing innovative technology solutions to address the most urgent critical issues facing the planet. Individuals, for-profit companies, and not-for-profit organizations are eligible.

**United Nations**  
The United Nations (UN) works in communities around the world on projects to eliminate poverty and hunger. The following are some of the UN agencies that fund international programs addressing food security, sanitation, women's rights, economic and rural development, and other global issues.

**Food and Agriculture Organization:** [www.fao.org](http://www.fao.org)

**World Food Program:** [www.wfp.org](http://www.wfp.org)

**International Fund for Agricultural Development:** [www.ifad.org](http://www.ifad.org)

**United Nations Children's Fund (UNICEF):** [www.unicef.org](http://www.unicef.org)

**United Nations Fund for Women (UNIFEM):** [www.unifem.org](http://www.unifem.org)

**United Nations Development Fund:** [www.undp.org](http://www.undp.org)



# Finding Grants Online

Below are a number of database clearinghouses that provide information for numerous grants that might be appropriate for your organization. Many of these websites offer an option to have e-bulletins sent to your email account. This is a great way to get current grant information sent right to your inbox.

## FirstGov

[www.firstgov.gov](http://www.firstgov.gov)

FirstGov.gov, the official US gateway to all government information, is the catalyst for a growing electronic government. FirstGov's work transcends the traditional boundaries of government and its vision is global—by connecting the world to all US government information and services. Extensive information on grants offered by the government to non-profits can be found on this site.

## GovLoans

[www.govloans.gov](http://www.govloans.gov)

GovLoans.gov provides access to government loan information. It directs users to the loan information that best meets their needs. The following agencies' loan programs are represented on this site: US Small Business Administration, US Department of Veterans Affairs, US Department of Housing and Urban Development, US Department of Education, Department of Commerce and the US Department of Agriculture.

## Grants.gov

[www.grants.gov](http://www.grants.gov)

Grants.gov allows organizations to electronically find and apply for more than \$400 billion in Federal grants. Grants.gov is the single access point for over 1000 grant programs offered by all Federal grant-making agencies.

## Grants for Non-Profits

[www.lib.msu.edu/harris23/grants/2sgalpha.htm](http://www.lib.msu.edu/harris23/grants/2sgalpha.htm)

This compilation focuses primarily on grants or funding sources for nonprofit organizations. A few categories (marked with an asterisk) are also of interest to individuals.

## GuideStar

[www.guidestar.org](http://www.guidestar.org)

GuideStar's marketplace of information is the backbone of an effective, efficient and well-informed nonprofit sector. Using GuideStar, anyone with an interest in nonprofits can quickly find the answers they are looking for—certain in the knowledge that the information is the most comprehensive, current and accurate available—anywhere.

## Network for Good

[www.networkforgood.org](http://www.networkforgood.org)

Network for Good is the Internet's leading charitable resource—e-philanthropy sites where individuals can donate, volunteer and get involved with the issues they care about. The organization's goal is to connect people to charities via the Internet—using the virtual world to deliver real resources to nonprofits and communities.





# WHY Resources

WHY (World Hunger Year) offers a variety of resources and publications aimed at supporting model programs and fledgling programs alike. As a part of our mission we are dedicated to advocating for innovative, community-based solutions to hunger and poverty, and while our resources range from monetary awards to replication manuals, every resource we offer bears this in mind. A few of our more notable contributions are listed on the following pages but a full list of resources can be found on our website.

### Artists Against Hunger and Poverty (AAHP)

[http://www.worldhungeryear.org/comm\\_conn/aahp.asp](http://www.worldhungeryear.org/comm_conn/aahp.asp)

Artists Against Hunger & Poverty is WHY's initiative that works with touring artists to raise awareness and funds for both WHY's work and the grassroots organizations in our network. In order to be eligible for funding you must be a member of our grassroots network. Join through WHY's website [www.worldhungeryear.org](http://www.worldhungeryear.org) or by calling 1-800-5-HUNGRY. Funds are made available to select organizations and depend on artist participation at any given time during the year.

### Building the Bridge:

#### Linking Food Banking and Community Food Security

Building the Bridge was published in partnership with America's Second Harvest and the Community Food Security Coalition and highlights the collaborative efforts taking place across America as people and non-profits from all sorts of backgrounds come together to fight hunger and poverty on all levels... from food assistance to self-sufficiency.

### Food Security Learning Center

[fslc@worldhungeryear.org](mailto:fslc@worldhungeryear.org) | [www.worldhungeryear.org/fslc](http://www.worldhungeryear.org/fslc)

WHY's Food Security Learning Center provides readers with an in-depth look at common hunger and poverty issues facing many U.S. communities. Each category in the learning center provides an introduction, program profiles, policy initiatives and ways to get involved. Links to web and print resources, related articles, connections to government programs, a glossary and frequently asked questions are included.

### Growing Justice List Serve

While Growing Justice is a list serve primarily used to disseminate information each week about various funding opportunities. The overall purpose of the email discussion, or listserv, is to engage in an active dialogue and to create a sense of community among organizations fighting hunger and poverty through community-based solutions. To sign up for our listserv email [growing\\_justice\\_subscribe@topica.com](mailto:growing_justice_subscribe@topica.com).

### Harry Chapin Media Awards

[www.worldhungeryear.org/media\\_center/hcma.asp](http://www.worldhungeryear.org/media_center/hcma.asp)

The Harry Chapin Media Awards, formerly the World Hunger Media Awards, were created in 1982 to encourage the media to "tell the story of hunger and poverty." The Media Awards honor print and electronic media for their outstanding coverage that positively impacts hunger, poverty and self-reliance. The Media Awards also honor work that focuses on the causes of hunger and poverty and the forces creating self-reliance. This includes work on economic inequality and insecurity, unemployment, homelessness, domestic and international policies and their reform, community empowerment, sustainable development, food production, agriculture, nutrition and the struggle for land.

### HCSRA@worldhungeryear.org

[www.worldhungeryear.org/comm\\_conn/hcsra.asp](http://www.worldhungeryear.org/comm_conn/hcsra.asp)

HCSRA is a partnership of WHY and the Harry Chapin Foundation. With the generous support of the Harry Chapin Foundation, the program distributes cash grants (\$5,000) to outstanding grassroots organizations in the United States that have moved beyond charity to creating change in their communities. The applications are typically available by April 1st of the given year.

### Kids Can Make a Difference

[kids@kidscanmakeadifference.org](mailto:kids@kidscanmakeadifference.org)

[www.kidscanmakeadifference.org](http://www.kidscanmakeadifference.org)

Kids Can Make A Difference (KIDS), an educational program for middle- and high school students, focuses on the root causes of hunger and poverty, the people most affected, solutions, and how students can help. The major goal is to stimulate the students to take some definite follow-up actions as they begin to realize that one person can make a difference.

### National Hunger Hotline

(866) 3-HUNGRY | (800) 453-2648

Each year, the National Hunger Hotline fields hundreds of calls from organizations, donors, and volunteers looking for information on emergency food distribution, gleaning, government programs, nutrition, funding sources, and other related topics. The Hotline also refers thousands of needy individuals to emergency food providers, government assistance programs, and various social services.

### Serving Up Justice: How to Design an Emergency Feeding Program and Build Community Food Security

[www.worldhungeryear.org/comm\\_conn/servingupjustice.pdf](http://www.worldhungeryear.org/comm_conn/servingupjustice.pdf)

Serving Up Justice is a resource guide for those looking to establish or improve a food pantry, soup kitchen, or other emergency feeding program. The guide outlines the logistics of designing and managing a program. It also discusses the various avenues through which programs can promote self-reliance and build community food security. Intended for a national audience, it covers a broad range of topics and provides a foundation upon which to build programs that are carefully tailored to the specific needs of the communities they serve.

