

A GUIDE TO WINNING GRANTS FOR MATHEMATICS AND SCIENCE EDUCATION:

Where to Look and How to Win



Prepared by the Triangle Coalition
Written by LaRae White, Arthur Livermore

Introduction

This document is designed to aid teachers, school districts and others in seeking and winning education grants. Information provided includes:

- ◆ Tips to winning grants
- ◆ Listings of selected non-federal grant opportunities
- ◆ Links to other sites that provide advice on grant writing.

This is not a comprehensive list of all grants available. Rather it is a resource guide that provides some specific grant opportunities.

Grantseeking Tips

- ◆ Before starting the application process, be very clear about what you want to accomplish. Develop a plan that projects the project's outcomes at least a year beyond its conclusion.
- ◆ Learn all you can about the funder. A quick read of guidelines and directories is not sufficient. Obtain inside information if possible from someone who received support from the same source; and, where appropriate, before, during, and after submission of your proposal develop and maintain a personal relationship with funding officials.
- ◆ Look at successful applications by others if they are similar to what you propose. It always helps to know the competition.
- ◆ Do not spend all your time writing the proposal. See if you can get funders to review a brief 3-5 page summary of your proposal to see if they like your approach.
- ◆ Develop your budget carefully. It will likely be one of the first things a reviewer studies. It needs to be realistic—do not ask for more than you need. It needs to be accurate. The numbers must add up and be cost effective. The budget reflects the value of each element to the outcome of the project. Two reminders: (1) keep records of how you arrived at the costs you include and (2) if the application includes in-kind contributions, identify what you are contributing.

- ◆ Work to a timetable. Know your funder’s deadlines. Be sure you have the time to do a good job. Do not resubmit the same application because you did not have time to revise it.
- ◆ Build on collaboration with others. Nearly every funder wants proposals which reflect participation by more than one organization. If you develop a collaborative proposal, make sure the final proposal reflects the collaboration, not just the sign-off by another organization. Genuine collaboration requires investment of effort by all parties.
- ◆ Read the R.F.P. (Request for Proposal) and any guidelines very carefully. This sounds obvious; but, in many highly competitive programs, a number of proposals are deemed non-responsive.
- ◆ Do not assume the funder understands the problem or strategy your proposal reflects. Provide evidence of the depth and breadth of the problem with data, case studies, or citations; and provide solid reasons why your proposed plan will produce the desired result.
- ◆ Management credibility is essential. Your organization must provide good evidence that you have the skill and experience to successfully implement the plan and account for the funds used.
- ◆ The strongest proposal is the one judged most likely to achieve its goals. Results should be clearly spelled out and, wherever possible, measurable. Measurable results are always preferred over good intentions.
- ◆ Develop a file of standard information used in proposals—saves time and need not be reinvented with each new effort. Resumes and organization data, including annual reports and financial statements, need only be updated while you concentrate on the specific information required by a particular application.
- ◆ Stress your qualifications to the funder. What makes you or your organization unique and thus provides you with a better assurance of success in carrying out your plan.
- ◆ Proposals are marketing tools for your ideas, your people, and your organization. Ask yourself, “Why would they (the funder) want to invest me?”

Special Corporate Funding Tips

- ◆ Personal meetings are very important. The reviewer may not be an expert in the subject area or grants review—the written proposal may be less important than the personal assessment of your credibility.
- ◆ Big corporations are often overwhelmed with unsolicited proposals, but many smaller businesses in your own community may be a much easier place to look for realistic support.
- ◆ Start small—ask for something you know you can do well. Do not ask for an amount vastly out of line with your present budget. All funders will wonder how you can handle the funds. Smaller grants do not require an extensive review and are consistent with the goal of many companies to spread their support as widely as possible.
- ◆ Remember support from corporations can come in various forms such as: equipment donations, loaned staff, support for transportation, a reception or the products or services the corporation believes can be donated. Don’t be shy about asking or cultivating matching support.

- ◆ Corporate proposals should be short, generally no more than 5 pages, plus a budget and supporting information.
- ◆ Research corporate funders carefully. The more you know about what they are interested in funding, the better your chances of success.
- ◆ When dealing with corporate funders, be specific about how much money is needed and why early in the proposal.

Special Foundation Funding Tips

- ◆ Make your first contact as strong as possible. If it is written, keep it short, to the point and as compelling as possible. If it is personal; be confident; friendly; knowledgeable about their interest; and what you want and why.
- ◆ Foundations are generally interested in investing in people and organizations, not just in problems. They are willing to be flexible about amounts if they have confidence in the organization. Personal contact is an important, often essential, part of the process.
- ◆ Be prepared at the outset for a lot of rejection. If you get a rejection letter, contact the foundation to ask what was wrong with the proposal. Often it may be a question of correcting only one aspect and resubmitting it. Most applicants receive a rejection the first time they apply to a foundation. More win the second time than the first.
- ◆ Be responsive to the program officer's comments. Even if you win the grant, the program officer may want you to make some changes. For instance, the officer may ask you to run a three-year project rather than the four-year project you proposed. Unless you feel suggested changes would seriously harm the project's chances for success, you should accept the program officer's recommendations.

Summary Tips

- ◆ Be objective about your chances of winning support. Rejection is not final unless you fail to learn why and do not try again. Good proposals take extensive effort. Invest your time and apply for funds when you have good reason to believe you will be successful.
- ◆ Proposals are not judged based on weight.
- ◆ Look for opportunities to make your organization visible in the community. Affirmation by others in the newspaper and other media will help funders recognize the value of your work.
- ◆ Know your field and who funds work in it. What public and private funding trends affect you? Can your community contacts help you? You cannot succeed without a plan, and a good plan reflects what will happen after the grant expires.
- ◆ Finally, the competition for funds is growing in every area. The keys to success: organization, clear presentations, a unique approach, good evidence that you are likely to succeed, and the acquisition of good information about the potential funder. These will turn your idea into a program and your program into a community benefit.

Selected Non-Federal Education Grant Opportunities

AOL Foundation

Grant Use: Interactive technology; grants up to \$7,500

Level: K-12

Available To: Teams involved in K-12 public school and/or other non-profit entities

The AOL Foundation has the broad goal to serve as a catalyst in the development of innovative applications of interactive technology that will increase student learning. The AOL Interactive Education Initiative (IEI) offers grants to teams involved in K-12 public schools and/or other non-profit entities. Teams of teachers, administrators, parents, and/or community leaders throughout the United States are invited to develop and implement innovative uses of interactive technology to enhance educational outcomes for K-12 students.

Grants: The AOL Interactive Education Initiative has several categories of grants available: Up to \$2,500; from \$2,500 to \$5,000; from \$5,000 to \$7,500.

Contact: Kathy Bushkin, Director; AOL, 22000 AOL Way, Dulles, VA 20166-9323 Phone (703) 265-1342.

Fax (703) 265-2135

E-mail: aolgrants@aol.com

Web site: <http://www.aolfoundation.org>

Toshiba America Foundation

Grant Use: Science, mathematics, and the science and mathematics of technology; average small grant slightly less than \$4,000 to average large grant \$9,500

Grade Level: Grades 7-12

Available To: Educators

The Toshiba America Foundation is interested in encouraging programs, projects, and activities that have the potential to improve classroom teaching and learning of science, mathematics, and the science and mathematics of technology. It is seeking projects that are student-focused, i.e., projects that directly benefit students as a result of teacher-aided classroom experiences. Educators are encouraged to implement and/or adapt existing programs, materials, techniques, curricula, etc. to meet local classroom circumstances and needs rather than attempting to create new ones.

Grants: Small grants awarded average \$4,000. Grants larger than \$5,000 require the approval of the Foundations Board of Directors. Large grants awarded average \$9,500.

Contact: Toshiba America Foundation, 1251 Avenue of the Americas, 41st Floor, New York, NY 10020

E-mail address: foundation@tai.toshiba.com

Web site: <http://www.toshiba.com/about/taf.html>

NEC Foundation of America

Grant Use: Science and technology education; median grant size \$28,000

Level: Principally at the secondary level, and/or assistive technology for people with disabilities

Available To: Nonprofit organization and programs with national reach and impact

NEC Foundation of America makes cash grants to nonprofit organizations and programs with national reach and impact in one or both of the following arenas: science and technology education, principally at the secondary level, and/or the application of technology to assist people with disabilities. Through its grants, NEC Foundation of America underscores its philosophy of advancing society through technology and enabling individuals to enrich their lives and realize their full potential.

Grants: Grants have ranged from \$1,500 to \$70,000. The median is approximately \$28,000.

Contact: NEC Foundation, 8 Corporate Center Drive, Melville, NY 11747

Phone: (516) 753-7021. Fax: (516) 753-7096

Web site: <http://www.nec.com/company/foundation/>

Intel Foundation

Grant Use: Math, science, and engineering education; grant size varies

Level: K-12

Available to: Organizations that have tax exemption under IRS Code Section 501(c)(3), or publicly funded academic institutions

The Intel Foundation funds programs that advance math, science, and engineering education, promote women and under-represented minorities entering science and engineering careers, and increase public understanding of technology and its impact on contemporary life. Intel does not support fund raisers, religious or fraternal organizations, for-profit organizations, requests from individuals for personal needs, private schools, capital projects, and sporting events.

Grants: National grants (programs must be consistent with the funding objectives and national in scope or specifically a pilot for a national program.) Community grants (programs must be consistent with one or more of the funding objectives and located in a community in the U.S. where Intel has a major facility.)

Contact: Intel Foundation, AG1-102, 5200 N. Elam Young Parkway, Hillsboro, OR 97124-6497

Web site: <http://www.pentium.com/intel/community>

Toyota TAPESTRY – NSTA

Grant Use: Environmental education and physical science; grants of up to \$10,000

Level: K-12

Available To: Science teachers (middle and high school science teachers must spend at least 50% of their classroom time teaching science, elementary school teachers must teach some science in the classroom)

NSTA and Toyota cosponsor the annual TAPESTRY competition which awards grants to science teachers for innovative projects that enhance science education in the categories of environmental education and physical science applications. Environmental education projects should emphasize efficient use of natural resources and protection of the environment, and should increase students' awareness of the environment and their understanding of their interdependence with the natural world. Physical science projects should relate the laws, principles, and concepts of physics and chemistry to phenomena that relate to students' lives, interests, and experiences. Proposals should be creative and involve risk-taking.

Grants: 50 one-year grants of up to \$10,000.

Contact: Toyota TAPESTRY Grants for Teachers, 1840 Wilson Blvd., Arlington, VA 22201-3000

Phone: (800) 807-9852. Fax: (888) 400-6782 and request document number 591

Web site: <http://www.nsta.org/programs/tapestry/>

Toyota TIME – NCTM

Grant Use: Mathematics education; grants of up to \$10,000

Level: K-12

Available To: Mathematics teachers with 3 years experience teaching mathematics within the United States, District of Columbia, Puerto Rico and the U.S. Territories

NCTM and Toyota cosponsor an annual competition that supports K-12 teacher's innovative math projects. Projects should be teacher initiated and classroom based, and should aim to improve student achievement in math.

Grants: 35 grants of up to \$10,000 each.

Contact: Toyota TIME Grants, National Council of Teachers of Mathematics, 1906 Association Dr., Reston, VA 20191-1593

Phone: (888) 537-TIME (toll-free). Fax on demand (800) 220-8483 (request document 508)

E-mail: toyotatime@nctm.org

Web site: <http://www.nectm.org/about/toyota/index.html>

American Honda Foundation

Grant Use: Scientific education (encompasses the physical and life sciences and mathematics); grants from \$10,000 to \$50,000

Level: Kindergarten through post-university

Available To: Private elementary and secondary schools, public and private colleges and universities, scholarship and fellowship programs, and scientific and educational organizations

The American Honda Foundation supports national organizations working in the areas of youth and scientific education, including private elementary and secondary schools, public and private colleges and universities, scholarship and fellowship programs, and scientific and educational organizations. "Scientific education" encompasses the physical and life sciences and mathematics.

Grants: Range from \$10,000 to \$50,000.

Contact: Kathryn A. Carey, Manager, American Honda Foundation, P.O. Box 2205, Torrance, CA 90509-2205 or 1919 Torrance Boulevard, 100-1W-5A, Torrance, CA 90501

Phone: (310) 781-4090

Web site: <http://www.reeusda.gov/pavnet/fd/fdamhon.htm>

AT&T Foundation

Grant Use: Use of technology to enhance teaching and learning; grant size varies

Level: Various

Available To: Selected nonprofit organizations or on an invitational basis (funds are typically disbursed through invitation programs or by applications that they solicit from and develop with selected nonprofit organizations)

The AT&T Foundation supports programs that encourage family involvement in education, provide professional development opportunities for teachers, aid in the preparation of new teachers, and promote lifelong learning and community collaboration.

Grants: The AT&T Foundation has committed \$50 million to help families, schools, and communities use technology to enhance teaching and learning.

Web site: <http://www.att.com/foundation>

Exxon Corporation

Grant Use: Academic education and environmental conservation; grants from \$1,000 up

Level: Various

Available to: Non-profit organizations

Exxon supports programs for community service, health, education, public information, environmental conservation, and the arts. As community needs change, Exxon directs its funding to organization that best meet those needs. This year Exxon will continue to support services and events for all types of organizations, but will focus much of its giving in the areas of academic education and environmental conservation. Exxon supports education in the United States.

Grants: Grants from \$1,000 up.

Contact: Mr. Mark D. Boudreaux, Public Affairs Manager, Exxon Corporation, P.O. Box 196601, Anchorage, AK 99519-6601

Phone: (907) 561-5331. Fax (907) 564-3603

Web site: <http://www.col-ed.org/ak/exxon.html>

Wal-Mart Foundation

Grant Use: Teacher of the Year Program (\$500), environmental education (a new environmentally focused grant is currently being developed—formerly \$300), etc.

Level: K-12, various

Available To: Teachers, schools, organizations, school administrators--depending on grant applied for

In addition to its Grandparents' Day Grants program, the Wal-Mart Foundation has several other special grant and award programs of interest to schools and youth-oriented organizations. The Teacher of the Year program makes a cash award of \$500 to recognize outstanding K-12 teachers or projects. Applications are distributed only to school administrators. A new environmentally focused grant is currently being developed.

Grants: Various types and amounts.

Contact: A Wal-Mart store or the Wal-Mart Foundation, 702 SW 8th St., Bentonville, AR 72716-8071

Web site: <http://www.walmartfoundation.org>

Other Helpful Sites

Listed below are sites that may offer additional grant writing tips and/or funding opportunities for your proposal.

NASA

<http://quest.arc.nasa.gov/top/grants.html>

NSF

<http://www.nsf.gov>

Foundation Center

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

U.S. Department of Education

<http://ocfo.ed.gov/grntinfo.htm>