

JAY S. MENDELL, PH. D.

Who Provides Grant Money, and Who Receives It?

The largest single source of grant money is the federal government, which makes grants to states, counties, cities, 501-typed nonprofit organizations – and under certain circumstances, businesses operated for a profit. Federal grants tend to be too large for a small nonprofit.

The federal government also awards contracts, makes loans, and offers incentives to businesses, and nonprofits of all sizes.

State grants and local government (city or county), grant programs may also be available to nonprofits of all sizes, other government units, and, sometimes, businesses. (Contracting opportunities are widely offered by local governments.) Local government grant programs are often difficult to discover, because finding them requires research plus many phone calls to many jurisdictions.

Foundations disburse private (nongovernmental) monies, principally to 501-type nonprofits, schools, and faith-based organizations and seldom to businesses. Foundations exist in the tens of thousands. Large foundations sometimes make huge grants, comparable in size to federal grants.

Grants are made by foundations supported by businesses and by corporate donations offices or sponsorship offices.

If you have any questions, call Jay Mendell in Florida, 954.597-0574. There is never a charge and there is no obligation for telephone conversations.

How Can My Organization Locate Grant Opportunities?

Federal programs are registered in publicly accessible databases and daily email updates. Foundation grants are often registered in proprietary databases (available to grant writers by subscription).

Local government and corporate programs require extensive Internet searching and many telephone inquiries, emails, and faxes.

Jay is experienced in searching for grants from all sources, and he has immediate access to such proprietary databases as GrantSelect, Foundation Directory Online, and Community of Science.

If you have any questions about your eligibility for grants, call Jay Mendell in Florida, 954.597-0574. There is never a charge and there is no obligation for telephone conversations. Jay will even explain how you can attempt your own searching, if that's your choice.

| <i>Donor</i> | <i>Search method required</i> |
|---|---|
| Federal grants (from Washington, mostly) | Search public databases and check the Internet for daily updates |
| State grants (from your state capitol, mostly) | Internet searches, telephone calls (different for every state) |
| Local government grants (from city hall and county hall). | Numerous telephone calls (different for every city and county) |
| Foundations, including company supported foundations. | Proprietary (subscription) databases, letters of inquiry (mini-proposals) |
| Corporate donations offices. | Extensive telephoning. |

Your Prospect of Receiving a Grant

In our troubled economy, funding through government has rapidly increased. But so too has the skill required to write a complicated grant proposal. Money will go to whoever presents the most professional proposal.

Remember: if you don't ask, you don't get.

BIO INFORMATION

About Jay Mendell

Jay is a physics graduate of Vanderbilt University with a Ph. D. in engineering physics from Rensselaer Polytechnic Institute. Recently he was advanced to Life Membership of the Institute of Electrical and Electronics Engineers.

As a university professor (3 years in engineering and 31 years in government and nonprofit management) he maintained an interest in matters scientific-technical and yet evolved into teaching computer applications, grantwriting, fundraising, and research and evaluation. of social services.

Jay is very comfortable writing proposals in both technical and urban issues. He has taught, edited, and coached 300 students of grant proposal writing, more than anyone in Florida has taught, You can verify this by Googling "jay mendell" and "jay s mendell".

Jay is friendly. Phone him at 954.597-0574 in Florida. *Se habla español un poquito.* Or use email to MendellJay@gmail.com.

JAY'S SERVICES

If You Are a "New" Nonprofit, You Might Need A Business Plan. If You Are a Business, You Certainly Need Such A Plan.

A business plan gives you credibility, since it covers mission, strategy, strengths, weaknesses, competition, your market plan, and your financial projections, and it displays your readiness and seriousness. For a profit-making business, the plan is obligatory. For a nonprofit, it is the best preparation for a campaign of grant proposal writing, since it provides ready answers to questions the funders will ask. Few grants are made for projects that have not been described in detail.

Jay's fee for a detailed business plan will be only \$4500. If he writes your business plan or nonprofit business plan, he can deeply reduce his fees for other services.

| | |
|--------------------------------|--------|
| Write a detailed business plan | \$4500 |
|--------------------------------|--------|

If You Are a Nonprofit Seeking a Grant, You Need to Immediately Apply for I. R. S. 501-Taxfree Status.

Without federal nonprofit 501-type tax exemption, you can forget about receiving grants, though contracts might be no problem.

Jay can do the paperwork that you require to become a nonprofit in your state, and a licensed fundraiser in your state (if a license is required in your state), and then a federally tax-exempt 501 nonprofit.

You will be required to pay the state and federal government application fees of several hundred dollars. (Jay will give you the figure for your own state, before you commit to have him do our paperwork)

| | <i>Cost if we have written your nonprofit business plan</i> | <i>Cost if we have NOT written your nonprofit business plan</i> |
|---|---|---|
| Paperwork to apply for state and federal 501 nonprofit standing | \$500 | \$1000 |

Potential Sources of Federal, State, and Local Government Funding, plus Foundations, plus Corporate Donations Offices Should Be Professionally Researched.

Prospective funders are located by searching both publicly accessible and subscription databases of tens of thousands of funders, through internet research, and through telephone interviews.

| | <i>Cost if we have written your nonprofit business plan</i> | <i>Cost if we have NOT written your nonprofit business plan</i> |
|--|---|---|
| Funding search and preparation of a report | \$800 | \$1200 |

Do you feel lucky? Call Jay in Florida at 954.597-0574, and he will explain how you can attempt to do your own searching.

Most Foundations Will Insist on First Contact through a Letter of Inquiry, Which Is Actually a Miniproposal of Two or Three Pages.

| | <i>Cost if we have written your nonprofit business plan</i> | <i>Cost if we have NOT written your nonprofit business plan</i> |
|----------------------------|---|---|
| Write Generic Miniproposal | \$500 | \$1500 |

Eventually a Foundation May Offer to Read a Fully Developed Proposal. Governments (Federal, State, and Local) Typically Want a to Start by Requesting a Fully Developed Proposal of Great Length and Detail.

| | <i>Cost if we have written your nonprofit business plan</i> | <i>Cost if we have NOT written your nonprofit business plan</i> |
|--|---|---|
| Foundation Grant Proposals | From \$1500. | From \$3000 |
| City, County, and State Proposals In the case of federal, state, county, or city grants and contracts, I will need to see the request for proposals | From \$3000 | From\$5000 |
| Federal Proposals. In the case of federal, state, county, or city grants and contracts, I will need to see the request for proposals. | From \$6000 | From \$6000 |

If You Have Already Written a Business Plan, Miniproposal, or Full Proposal That Is not Producing Results, Perhaps Jay Can Be Your "Proposal Doctor."

Show Jay your previously completed work and he will bid a flat fee.