The Internet, including Web sites, e-mail, listservs, and usenet groups have been a great boon to both grant seekers and philanthropists. There are Web sites offering advice on writing grant proposals, downloadable grant application forms, guidelines for grantors as well as grantees, philanthropic newsletters, company annual reports and mission statements, and accounting packages for purchase to manage the successfully awarded grant.

Searching for dollars

Librarians should be aware of the full range of information available on this topic in cyberspace. The realm of grants and funding resources on the Internet includes prospective donor and information sleuthing:

1. company foundation intelligence;
2. donor guidelines;
3. proposals previously funded by an organization or agency; government, corporate, and nonprofit donors;
4. fund raising advice;
5. accounting and grant management regulations and counseling and advice;
6. grant writing course.

The trend is to provide as much information to potential grantseekers as possible, thereby alleviating the timely process of reading, evaluating and rejecting unqualified proposals.

Several universities have developed useful Web sites on grantsmanship. These Web “mega sites” pull together Internet resources on the topics previously listed. Librarians should check the Web pages of their local colleges. Most government agencies have sites providing up-to-date information on current grants, including dates, proposal formats, deadlines, contact personnel within the organization and often application forms.

Foundations strategically include advice to the grant seeker on their Web sites. Prior to contacting a foundation or grant provider, check the Web to obtain answers to frequently asked questions. Grassroots fundraisers can compile mailing lists of potential donors by using telephone directory Web sites such as Switchboard or 555-1212.com. The latter site has a useful Web “reverse” directory feature
that allows you to plug in an address and obtain the name and telephone number of the resident. Has a new company or bank come to your town? Be on the lookout for the formation of a new corporate foundation or community project funding resource. By monitoring the bank or company on your local newspaper’s Web site, you will be the first to know about the new grantor’s funding guidelines.

One of the most useful categories is a listserv/usenet group. It is necessary to subscribe to several listservs, but do not feel guilty about Web “lurking” (reading messages but not posting any). Participants are quite generous about offering advice to novice grant seekers. This is surprising when you consider that the listserv members are all in competition for grants!

As librarians, you still may want to develop a traditional collection of print materials on grantsmanship and fund raising. Organizations like the Foundation Center and the Grantsmanship Center offer books and pamphlets for sale via their Web sites. Amazon.com and Barnesandnoble.com, of course, sell books on this topic. Amazon.com has an alerting service: register your topics of interest and you will receive notification via e-mail when new items are received.

Are you or your patron’s funding interests global? Not to worry! The Internet is international. Research a multinational corporation on Hoovers.com. Search for foreign newspapers on Aileena. Is your project ultra-liberal (or conservative)? Before approaching that wealthy potential donor, research his or her political contributions on FECInfo and look for articles on him or her on the Web sites of your city magazine, business journal or newspaper. Does a library patron want to research a charity? The Better Business Bureau’s Web site evaluates charities.

How do you keep up will all of these funding resources? You may simply want to Web “bookmark” one of the university mega sites. Another way to organize the information is to categorize the sites by topic. I suggest the following research steps:

1. key people;
2. newspapers and newsletters;
3. foundations;
4. government agencies and nonprofits;
5. general corporation information;
6. financial, tax and securities information;
7. grants management and accounting resources;
8. listservs and usenet groups;
9. grant writing courses for beginners.

As you discover Internet resources, file them as bookmarks in folders labeled with these categories. It will not be necessary to have many sites under each category. Developing a portfolio of Internet sites will allow you to quickly, build a strategic system to grant resources on the Internet, which will bring your library needed resources.

Here are a few Internet sites to get you started.

**Mega sites**

- URL List for grantseekers (http://www.people.virginia.edu/~ebf9q/url_list.html).
- Cyberography of Grants & Funding Resources (http://blue.temple.edu/~tums/departments/clinical/Library/GrantsM.html).

**General academic grants**


**Internet bookstores and training resources:**

- Amazon.com (http://www.amazon.com).
- Barnes and Noble (http://www.barnesandnoble.com).
- Foundation Center (http://www.fdncenter.org).
- Grantsmanship Center (http://www.tgci.com).
Newspapers, media

- American Journalism Review Online (http://ajr.newslink.org).

People finders

- Switchboard (http://www.switchboard.com).

Corporate financial information

- Hoover’s Online (http://www.hoovers.com).

Charity research


Government funding

- Federal Register (http://www.access.gov/su_docs/aces/aces140.html).