

Grants and Extramural Funds

Author: Hansen, David J, PhD; MacMillan, Virginia M, BS

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Full Text: Reductions in government funding opportunities have prompted increasing attention to alternative sources of support. Private foundations have become increasingly important for providing funding for research, programs and services, equipment, and other projects or needs. The present column discusses: (a) sources of information on foundations, (b) descriptions of six foundations which fund mental health and health care projects, and (c) suggestions for communicating with funding sources. For additional information on foundations, see the last issue of this column (JCAP, 1987, 4, pp. 69-72). SOURCES OF INFORMATION ON FOUNDATIONS The best place to begin your search for appropriate foundations is to examine one of several funding agency directories. Comprehensive listings with brief descriptions of funding programs and types of assistance available can be found in several regularly updated publications. There are two types of reference sources: (a) indexes of foundation grants recently awarded, and (b) directories which describe the program interests of individual foundations. Most of these publications can be located in university and public libraries. The following are excellent sources of information: 1. The Foundation Directory. Compiled and published biannually by the Foundation Center (New York, NY), this directory describes over 4,000 foundations. The Tenth Edition was published in 1985, and the Eleventh Edition should be published this year. This is probably the most comprehensive and helpful directory. 2. The Foundation Grants Index Annual This index lists over 34,000 grants of \$5,000 or more awarded to nonprofit organizations by about 460 major U.S. foundations. The index is compiled and published annually by the Foundation Center (New York, NY). 3. Directory of Research Grants. This directory is compiled and published annually by Oryx Press (Phoenix, AZ), and describes over 4,000 foundation grant programs. 4. The American Psychological Association's Guide to Research Support. The American Psychological Association has compiled and published a helpful guide (Dusek, Holt, Burke, & Kraut, 1984), with an update-addendum (Burke, 1986) which was reviewed in a previous "Grants and Extramural Funds" column (JCAP, 1986, 3, pp. 242-244). The guide provides a variety of information, including comprehensive listings of federal and private foundation sources of support for psychological research. After locating potential funding sources, the next step is to contact the agency for more information on their interests and application procedures. A brief letter is usually enough to receive a packet of information from the agency, which often includes brochures describing the agency, the agency's annual report, information on the types of support available, program interests and goals, and application procedures. When an agency appears to be a potential source of funds, personal contact with agency personnel may be helpful. Selected Private Foundations Education, Health, and Welfare Funding Agency: Alcoa Foundation 1501 Alcoa Building Pittsburgh, PA 15219 (412) 553-4696 Types of Support: Research, scholarships and fellowships, services and programs, seminars and curriculum development, equipment, and building and operating expenses. Deadlines: Grant applications are accepted and reviewed throughout the year. The Alcoa Foundation's primary interests are education, and health and welfare. Additional interests include culture, civic and community development, and youth organizations. Specific funding areas include: (a) quality education and research in public and private institutions of higher learning; (b) research in clinics, hospitals, medical centers, and research organizations; (c) support for the arts and music; (d) community projects for the needy; and (e) programs that promote the education and character development of youths through youth organizations. Example programs recently funded are: agencies for the prevention of child abuse, infant care programs, tutorial programs for high school dropouts, residences for autistic and retarded children, and alcohol and drug alternatives programs for youth.

Enhancing the Lives of those Underserved by Society Funding Agency: The Edna McConnell Clark Foundation 250 Park Avenue New York, NY 10017 (212) 986-7050 Types of Support Research, and operating or general support. Deadlines: Contact Foundation personnel. The Edna McConnell Clark Foundation is dedicated to enhancing the quality of life of persons who are poorly or unfairly served by the established institutions of society. There are four funding programs which comprise the foundation: (a) the program for children, (b) the program in jobs for the disadvantaged, (c) the program for justice, and (d) the program for tropical disease research. Within the program for children, the Foundation funds programs related to securing permanent family homes for neglected and troubled children. The Foundation has supported programs to: (a) provide child care services, (b) provide for the adoption of hard-to-place children, (c) review adoption placements, (d) develop and distribute information on family preservation services, (e) develop programs to prevent unnecessary foster care placements, and (f) develop programs aimed at improving permanency planning. Within the program for jobs, the primary goal is to improve the school-to-work transition of disadvantaged youth.

Dominance, Aggression, and Violence Funding Agency: The Harry Frank Guggenheim Foundation Woolworth Building 233 Broadway New York, NY 10279 (212) 267-3860 Types of Support Research and career development awards. Deadlines: August 1, 1987 and February 1, 1988. The Harry Frank Guggenheim Foundation sponsors research and scholarly study to improve the human social condition through a better understanding of the causes and consequences of dominance, aggression, and violence. The Foundation considers projects designed to: (a) reveal basic physiological mechanisms; (b) provide insight into the study of fundamental psychological processes; (c) analyze social interrelations; and (d) formulate and test theories of these mechanisms, processes, and interrelations. Recently funded programs have, for example, investigated female aggression from a cross-cultural perspective, the limbic system's control over aggressive behavior, the children of battered women, the social skills related to dominance in children, the primary prevention of parental aggression and hostility, and interventions with high-risk adolescent mothers.

Improvement of Health Care Funding Agency: The Robert Wood Johnson Foundation P.O. Box 2316 Princeton, NJ 08540 (609) 452-8701 Types of Support Research, training, and program evaluation. Deadlines: Contact Foundation personnel. The guiding philosophy of the Robert Wood Johnson Foundation involves efforts to increase the quality of health care. The Foundation strives toward this goal by supporting projects designed to: (a) improve access to personal health care to the most underserved populations, (b) make health care arrangements more effective and care more affordable, and (c) help people maintain or regain maximum attainable function in their everyday lives. Priority is given to proposals which address regional or national problems. The Foundation has recently funded a number of programs, including programs to help chronically ill or seriously disabled children and their families, improve infant health and survival, investigate risk factors associated with child and adolescent deaths, reduce teenage pregnancy and its problematic consequences, and provide services for the chronically mentally ill.

Health Promotion and Improvement Funding Agency: The Henry J. Kaiser Family Foundation 525 Middlefield Road Suite 200 Menlo Park, CA 94025 (415) 329-1000 Types of Support: Research, training, services, program development, and information dissemination. Deadlines: Contact Foundation personnel. The Henry J. Kaiser Family Foundation's health promotion program seeks to enhance health and prevent unnecessary illness, injury, and untimely death by encouraging changes in personal behaviors and societal practices. The objective is to decrease the occurrence of cardiovascular disease, cancer, substance abuse, adolescent pregnancy, and injuries; and to reduce risk behaviors such as tobacco use, poor nutrition and fitness, alcohol and drug abuse, adolescent sexual activity leading to pregnancy, auto accidents, unintentional injuries, and homicides/suicides. Other programs include improvement of health care outcomes, health professions education, organization and financing of health care delivery, and a San Francisco Bay area community grants program.

Mental Retardation Funding Agency: The Joseph P. Kennedy, Jr. Foundation 1350 New York Avenue, N.W. Suite 500 Washington, DC 20005-4709 (202) 393-1250 Types of Support Research, training, development of services and programs, and information dissemination. Deadlines: Proposals may be submitted at any time, although the

Foundation prefers that they be submitted prior to November 1, 1987. The Joseph P. Kennedy, Jr. Foundation seeks to prevent mental retardation by identifying its causes, and seeks to improve the means by which society deals with its mentally retarded citizens. Support is provided in the areas of: (a) research, treatment, and education on mental retardation; (b) physical education and recreation for the mentally retarded; (c) medical ethics related to mental retardation; (d) public awareness and recognition of the needs, rights, and capabilities of the mentally retarded; and (e) stimulation of new programs and services for the retarded. Examples of recently funded projects include service programs for pregnant adolescents, and educational programs for ethical concerns.

TIPS FOR COMMUNICATING WITH FUNDING SOURCES Social presentation and professional conduct displayed during the process of applying for a grant could be almost as important as the proposal itself. There are very real rewards for attending to small details when approaching a prospective funding source. The following are several hints which may aid your communications with grant agencies (adapted from Adler, 1973; Dusek et al., 1984; Strain & Kerr, 1984; Whitcomb, 1985):

1. Foundations usually want a particular format and presentation style adopted in their proposals, and are usually looking for proposals targeting a specific group of problems and population. In addition, foundations may only fund researchers who have attained a certain level of expertise or proposals which involve a particular method of evaluation. Directories and "how to" books cannot provide you with such detailed information. It is important to obtain this information from the agency directly, and to seek out and communicate with agency personnel and other (preferably successful) grantseekers who can provide extra "inside" information. It can also be helpful to scrutinize proposals which were recently funded by the agency.
2. Securing funding is a political endeavor. As such, you are selling yourself as well as your proposal. It is often advisable to designate one member of the proposal team as the contact person for your proposal. The contact person should be knowledgeable, credible, and personable. Establishing a contact person facilitates rapport with the agency and creates a positive, organized image for your proposal group.
3. Grants are awarded to promising projects and not to needy institutions or individuals.
4. Agency publications and catalogs can provide important initial information. Remember, however, that it is also advisable to seek out additional information through direct contacts.
5. Direct contact with funding agency personnel can be helpful in conveying the enthusiasm, energy, and expertise you have for your project.
6. Make appointments when contacting funding agency personnel, rather than making unannounced visits. If you have a specific proposal to discuss, give a brief, written summary of the project to the agency official several weeks before your appointment. Be aware, however, that many foundations do not have the time or staff to grant personal interviews.
7. Foundation personnel you have become familiar with in one office can often be very helpful if you need to communicate with personnel in another office. Ask your established contacts for names of individuals you should contact.
8. Avoid communicating with funding agencies through form letters. Personalized correspondence is always superior.
9. Agencies award funding to researchers they like and trust. Remain aware of this guiding principle when making all agency contacts.
10. You can prepare for and anticipate questions regarding your proposal by asking colleagues or staff members to role-play the agency personnel who will screen your project.
11. Organization personnel can provide information beyond what one might casually expect. When you interact with these people, listen as well as talk to them. Persons employed by funding sources may have enlightening opinions about funding priorities and other related issues.
12. If you are engaged in negotiations with several foundations, make this fact known to all parties involved. Concealing this information may be perceived as suspiciously indirect.
13. When communicating with funding organizations, avoid any criticism of other professionals in your field. Those professionals may be supported by the organization you have approached!
14. If available, obtain the names and/or professions of the agency's application reviewers, and the guidelines of criteria for the reviewers. This may be helpful in knowing how to most favorably present your proposal.
15. After submitting your written proposal, arrange for a personal meeting to present your project and clarify any questions which may have arisen. This personalized effort could increase the appeal of your project.
16. If you are fortunate and receive funding, initiate and

maintain a friendship with your funding source because your grant will end and you may need to re-apply. Positive and frequent contact can be continued by inviting organization officials to important project events, by submitting samples of the project's output as it progresses, by forwarding any press releases which describe the project, and by offering to review grant proposals for the agency. 17. If your request for funding is declined, respond gracefully. You must protect your reputation as a funding applicant. REFERENCES Adler, M. (1973). Stalking the great green grant. Washington, DC: National Youth Alternatives Project. Burke, M. E. (Ed.). (1986). Addendum to American Psychological Association's guide to research support (2nd ed.). Washington, DC: American Psychological Association. Dusek, E. R., Holt, V. E., Burke, M. E., & Kraut, A. G. (Eds.). (1984). American Psychological Association's guide to research support (2nd ed.). Washington, DC: American Psychological Association. Strain, P. S., & Kerr, M. M. (1984). Writing grant applications: Some general guidelines. In A. S. Bellack & M. Hersen (Eds.), Research methods in clinical psychology (pp. 370-394). New York: Pergamon Press. Whitcomb, N. B. (1985). Do's and don'ts of proposal writing. Grants Magazine, 8, 245-247. Author Affiliation David J. Hansen, Ph.D., and Virginia M. MacMillan, B.S. Author Affiliation Dr. Hansen and Ms. MacMillan are with the Department of Psychology at West Virginia University in Morgantown, West Virginia. Reprinted with permission from Journal of Child & Adolescent Psychotherapy, Vol. 4, No. 2, 1987. Author Affiliation QUESTIONS OR SUGGESTIONS? If you have any questions or suggestions for future columns, please contact: David J. Hansen, Ph.D. or Virginia M. MacMillan, B.S. Department of Psychology West Virginia University P.O. Box 6040 Morgantown, WV 26506-6040 (304) 293-2360

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