

Preface

Response to our first four editions of *Finding Funding* has been very inspiring. We are pleased to bring you *Finding Funding*, Fifth Edition. The first edition of this text appeared over fifteen years ago, and what a difference these ensuing years have made in grantwriting! As in all other areas of life, technology and the use of electronic resources have created entirely different means of accessing and disseminating information. Because the world of grants and government funding changes rapidly, we are striving to keep information in this book as current and useful as possible. The fifth edition has undergone major changes, but it still retains its easy readability and the latest updates of telephone numbers, addresses, and Web sites, as well as including some new resources. All of the previous chapters have been significantly reworked and updated. One major change is the addition of two new chapters, Chapter 6, “The Hub of Federal Grants: Grants.gov” and Chapter 12, “Submitting a Proposal Electronically.” You will find these chapters helpful for exploring and writing both federal and foundation grant proposals, along with some tried and true tips from grantwriting professionals. You will also find current information about the programs available through the *Catalog of Federal Domestic Assistance* (CFDA) and 120 updated Web sites that will help grant seekers be more effective and efficient. Another new feature of this edition is an updated index of terms and abbreviations used in the book.

Since the fourth edition, technology has changed significantly. This rapid growth in technology has greatly enhanced our ability to access and process grant information—Grants.gov, e-Grant, e-Reader, and e-Application. During the years of our previous editions, grant seekers had to have a hard copy of the FR, CFR, and CFDA. Now, it is possible to download almost any resource that is available in hard copy. Yet the rate of change continually challenges us to stay abreast of these changes in order that we may provide the latest information to our readers. From the time we send the fifth edition to press and it reaches bookstores, some aspects of the electronic grantwriting world will have changed. We embrace these changes because we believe they ultimately make our work easier.

We would like to thank everyone who adopted the first four editions of this book, and we trust that you will find this fifth edition even more helpful in your work. We also express appreciation to the many persons who have helped us by providing ideas, encouragement, and information. During our collective seventy-five years of proposal preparation and project administration, we have given seminars, workshops, and briefing sessions related to grant proposal development and project implementation. In the past twenty-five years we have attended more proposal-preparation sessions and seminars than we can recall. We also have served as readers—evaluating grant applications submitted for funding. We have carefully read newsletters, articles, “Dear Colleague” letters, government publications and circulars,

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application packets, the *Federal Register* (FR), the *Catalog of Federal Domestic Assistance* (CFDA), the *Code of Federal Regulations* (CFR), and other books about funding. In preparing this book, we have cited sources whenever possible. As collectors of useful and potentially useful items, our files are full of examples, samples, worksheets, and the like. Where we have included examples obtained at a workshop or seminar, we have given credit if the materials were identified by any citation.

If materials did not include information about sources, and if we could not reconstruct the session where we obtained the materials, we may have included them if we felt that they would help this edition. We did not purposefully omit any source. If anyone using this book recognizes materials and sources, please send us that information so we can make appropriate amends in future revisions.

Each proposal-development process is a learning experience—we have learned much from those who have cooperated, collaborated, or coauthored in the process. We have also learned from funding-source administrators and personnel who have helped us over difficult times. Given the extent of the aid we have received, it is virtually impossible to list everyone who has contributed to our collective ideas about proposal development. Perhaps some of the people will be partially rewarded by seeing that we have incorporated ideas into this volume that we have acquired from these many interactions.

We also relied on many other sources of ideas such as publications from the Grantsmanship Center, the Education Funding Research Council, and other grant service groups. We have benefited from federal circulars and publications relating to proposal development. We have improved because of comments of other proposal writers, friends in various offices and agencies, and review panels who evaluated our proposals. We thank our students and seminar participants who have worked through portions of this material and who have made helpful comments.

The authors express appreciation to the Corwin Press staff for their guidance and support during this revision; their advice and suggestions have improved this book greatly. The staff of Corwin Press is the best in the field—they made this task easy. A special thanks goes to our acquisitions editor, Elizabeth Brenkus, for her patience; her prompt response to phone calls, e-mails, and questions; and her guidance in completing the fifth edition.

Our thanks also go to our family members who encouraged and supported us in the completion of this fifth edition.

Although, we have synthesized information from others, from experience, and from “doing proposals,” any deficiencies in the text are the authors’ own.

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