

HOW TO GET FURTHER TECHNICAL ASSISTANCE AND FUNDING INFORMATION FOR AIDS GRANTMAKING

To obtain additional technical assistance for HIV/AIDS fundraising efforts the resources listed on this page may be useful. However, we cannot guarantee their quality and this list is not an endorsement of these resources. Although there are numerous HIV/AIDS organizations specializing in a variety of issues and information, few offer technical assistance in this difficult area. For this reason, we suggest the following steps:

- Visit the **Foundation Center Cooperating Library** nearest you (see list included with this FCAA packet) and use the Foundation Center website at <http://www.fdncenter.org>.

The Foundation Center Cooperating Libraries and website are a prime resource for any grantseeker. All the Foundation Center Cooperating Libraries allow access to the Foundation Center data-base on CD-ROM (FC Search) to conduct searches specific to individual fund-raising needs. In addition, other Foundation Center publications (guidebooks, manuals and reports) can be accessed through the Foundation Center Cooperating Libraries.

- Become acquainted with resources of the **Centers for Disease Control and Prevention**. In addition to their excellent National Prevention Information Network website, their staff are eager and willing to field questions.

Address: CDC NPIN
P.O. Box 6003
Rockville, Maryland 20849-6003

Phone: (800) 458-5231
Fax: (888) 282-7681
Website: <http://www.cdcpin.org>

- Seek opportunities for technical assistance specific to your agency and the issues you cover. Attend conferences, trainings and information sessions relevant to the work you are doing. Contact agencies that offer support and guidance in HIV/AIDS and fundraising fields. A good starting point for such Technical Assistance pertaining to HIV/AIDS fundraising is the U.S. Conference on AIDS.

U.S. Conference on AIDS

Website: <http://www.nmac.org>
Telephone: (202) 483-6622

The U.S. Conference On AIDS (USCA) is the most widely attended gathering of HIV/AIDS service and care providers and advocates in the country. It is sponsored by the National Minority AIDS Council (NMAC) along with several other conference partners. Presenters represent the diverse face of community-based AIDS service organizations responding to the HIV/AIDS crisis across this country. The event brings together thousands of leaders, key decision makers, and front-line service providers to share the information and insight they need to better serve all those living with HIV/AIDS. Included within the conference is a "Fundraising Track" of courses designed for development professionals and executive directors.

Good HIV/AIDS-specific resources on fundraising are also difficult to find. We recommend two extremely useful sources (one a publication, and the other a website) that are comprehensive and lead to other useful sources.

AIDS-Specific Fundraising Publication

National Guide to Funding in AIDS (Third Edition, June, 2003)

The *National Guide to Funding in AIDS* is the most comprehensive resource available on grantmaking in the field of HIV/AIDS. The volume includes current information on the grantmaking programs of foundations, corporate giving programs and other public charities and is an excellent resource for both funders and grantseekers. The Introduction, written by FCAA Executive Director Paul A. Di Donato, provides a description of the changes that have occurred in the HIV/AIDS field, a brief historical overview of HIV/AIDS philanthropy and step-by-step guidelines to assist grantseekers. This resource, found in most state Foundation Center cooperating libraries (see list included with this FCAA packet), is the best place to start for the new HIV/AIDS development professional.

Published by and available from The Foundation Center or its Cooperating Collections at Libraries in each state (see attached list in this packet).

The Foundation Center
79 Fifth Avenue - 8th Floor
New York, New York 10003-3076
Phone: (212) 620-4230
Website: <http://www.fdncenter.org>

AIDS Specific Funding Website/Database

Centers for Disease Control and Prevention - National Prevention Information Network
<http://www.cdcnpin.org>

This site is very user friendly and has extensive and useful information. It includes private and government funding opportunities for community-based and HIV/AIDS service organizations with details about eligibility requirements, application process, and deadlines. Within this website, the two most useful categories are funding and HIV/AIDS, which provides a comprehensive listing of database links and lists numerous publications relating to all levels of HIV/AIDS information.

The highlight of this web site is the information contained in the Funding Database. This is a very easy to use and simple way for anyone interested in funding HIV/AIDS services/programs to get a broad idea of the types of funders that are out there. The database allows one to search by subject area, target audience and location. A more advanced application of the database allows one to include eligible organizations, type of support, application deadline, etc. in the search process. The advanced search mechanism allows one to look up a particular funder as well.

Beyond the AIDS-specific resources, general information on fundraising and development, HIV/AIDS and philanthropy are plentiful. Depending on your level of development experience, you might begin with the publications and websites listed below, many of which have articles or references to HIV/AIDS-specific grants or programs.

Publications

- ***Chronicle of Philanthropy***

A leading news source for nonprofit leaders, fund-raisers, grant makers and other people involved in the philanthropic enterprise, this bi-weekly publication is an excellent resource for both the novice and the expert. The website is very user friendly as well.

To order this publication, call 1-800-842-7817 or go to: www.philanthropy.com

- **Corporate Philanthropy Report**

Published monthly, this report lists information pertinent to fund-raising and development professionals. The report is published by Capitol Publications.

To order this publication, call 1-800-638-8437 or go to: www.aspenpublishers.com

- **Successful Fundraising**

Published monthly, this newsletter provides articles about and examples of successful fundraising.

To order, call (712) 239-3010 or go to www.stevensoninc.com/newsletters_sfr.htm

- **Practical Abundance: A Comprehensive Guide to Fundraising and Development For Nonprofits** (Frank Abdale & Kay Mitchell, ANSA)

To order, contact ANSA at (202) 289-5650 or email ANSA@aidsnutrition.org or go to www.aidsnutrition.org

- **Securing Your Organization's Future: A Complete Guide to Fundraising Strategies** (Michael Seltzer, The Foundation Center, \$34.95)

To order, call customer service 1-800-424-9836 or go to www.fdncenter.org/bookshelf/seltzer

- **"Managing Nonprofit Organizations In a New World"** (Paul Connolly and Laura Colin Klein of The Conservation Company)

To order, visit www.conso.com/publications.html

- **Guide to Federal Funding for Governments & Nonprofits**

To order, call 1-800-876-0226 or order online at www.grantsandfunding.com

- **"Where to Begin the Search for Funding: What Grantseekers Need to Know"** *Closing the Gap*, April/May 2001, Office of Minority Health, U.S. Department of Health and Human Services

To order this article or join the mailing list for this newsletter, call 1-800-444-6472 or visit www.omhrc.gov

- **"The Business Response to HIV/AIDS: Impact and Lessons Learned."** Geneva, Switzerland: Joint United Nations Programme on HIV/AIDS (UNAIDS), the Prince of Wales Business Leaders Forum and The Global Business Council on HIV & AIDS, 2000.

To order, call UNAIDS at +41(22) 791-3666 or fax +41 (22) 791-4187 or email unaids@unaids.org.
Go to: www.unaids.org/bestpractice/digest/files/businessresponse.html

- **Who Funded AIDS: The Role of Funders Concerned About AIDS - Grantmakers as Advocates and Activists.** Martha B. Gibbons. Washington, DC: Non-Profit Sector Research Fund, The Aspen Institute, Spring 1999. This research report discusses the grantmaker's ongoing role in combating HIV/AIDS.

To order the publication, contact The Aspen Institute's Publications Office at (410) 820-5338 or email nsrf@aspeninstitute.org or go to www.nonprofitresearch.org

- **"The Role of Foundations in AIDS Funding."** Harvard AIDS Review. Fall 1998.

To order this article, call (617) 432-4400 or go to:
www.aids.harvard.edu/news_publications/har/fall_1998/index.html

- **"Writing Proposals for HIV/AIDS Prevention Grants,"** Technical Assistance Reports; The United States Conference of Mayors, March 2003.

To order this report, call (202) 293-7330 or visit the website of the United States Conference of Mayors at www.usmayors.org/uscm

- **Global AIDS Directory.** Global Health Council, May 2002.

For more information on obtaining a copy, call (802) 649-1340 x.2108.

Websites

The Foundation Center

Website: www.fdncenter.org

Phone: (212) 620-4230

Useful resource for both grantseekers and grantmakers. Includes tips on the basics of the fundraising process, on-line catalog of the center's extensive publications and seminars, locations of its research libraries, annotated directory of grantmakers on the Internet, access to its weekly on-line newsletter, and a archive of philanthropy-related articles.

Council on Foundations

Website: www.cof.org

Community Foundations: www.cof.org

Phone: (202) 467-0400

An association of foundations and corporations with a membership of over 1,300. Web site features general information, a listing of publications available in print, a directory of regional associations of grantmakers, and links to foundations on-line.

Association of Fundraising Professionals

Website: www.afpnet.org

Phone: (703) 684-0410

The Grantsmanship Center

Website: www.tgci.com

Phone: (213) 482-9860

The Grantsmanship Center provides grantsmanship, program planning, and fundraising training and information for the nonprofit sector. Website features information about their services and training opportunities, publications listing, and links to a wide range of other nonprofit resources, including mailing lists and newsgroups.

The Grantsmanship Center also has a free database of more than 650 proposals, all of which were selected by major government funders. The site has an HIV/AIDS section which includes top-ranked proposals from competitions administered by the U.S. Department of Health and Human Services' Administration for Children and Families; Substance Abuse and Mental Health Administration; and Health Resources and Services Administration.

To access this database, go to <http://www.TGCIgrantproposals.com>.

Market Writer Consulting & Design

Website: www.marketwriter.net/grantmakers_online.htm

Phone: (352) 495-2154

This website includes a large database of fundraising information, including lists of general fundraising organizations, professional fundraising associations and foundations.

The National Database of Nonprofit Organizations

Website: www.guidestar.org

Phone: (757) 229-4631

This website provides articles and other resources for nonprofit organizations and donors on a range of subjects, from fundraising to donations and tax information to volunteerism.

The Henry J. Kaiser Family Foundation

Website: www.kff.org

CA office: (650) 854-9400

DC office: (202) 347-5270

This site focuses on health policy, with a heavy concentration on HIV issues and reproductive health. The Kaiser Daily HIV/AIDS Report may also be found here at <http://report.kff.org/hivaids>

The Body

Website: www.thebody.com

A comprehensive HIV/AIDS resource site, The Body offers information on giving and getting help, as well as treatment information from experts, public policy updates, and community bulletin boards. It also provides numerous links to additional resources.

National AIDS Fund

Website: www.aidsfund.org

Phone: (202) 408-4848 or toll-free 1-888-234-AIDS (234-2437)

The National AIDS Fund, a philanthropic organization dedicated to eliminating HIV/AIDS as a major health and social problem, provides the resources necessary for local AIDS leaders to fight the disease in their communities. Local leaders match these grants with their own fundraising and make grants to community organizations. The Fund is also a resource for key information and services on HIV/AIDS and a promoter of youth involvement in HIV prevention and service programming.

Center for AIDS Prevention Studies (CAPS)

Website: www.caps.ucsf.edu

Phone: (415) 597-9100

The Center for AIDS Prevention Studies (CAPS) conducts research that will have maximum impact on the theory, practice, and policy of AIDS prevention. CAPS cores stimulate new research projects to keep pace with the ever-changing epidemic, provide necessary services to the organization's existing research projects and to the scientists at CAPS, and provide the platform for scientific interactions to advance and enhance multidisciplinary research in AIDS prevention.

Department of Housing and Urban Development

Website: www.hud.gov

Phone: (202) 708-1112

Health Resources and Services Administration

Website: www.hrsa.gov

Phone: (301) 443-3376 or toll-free 1-888-ASK-HRSA (275-4772)

National Alliance of State and Territorial AIDS Directors (NASTAD)

Website: www.nastad.org

Phone: (202) 434-8090

National Institutes of Health:

Website: www.nih.gov

Phone: (301) 496-4000

Substance Abuse & Mental Health Services Administration:

Website: www.samhsa.gov

Phone: (301) 443-4111 (Office of Policy & Program Coordinator)
(301) 443-3875 (Office of Program Services)

AIDS Action Council

Website: www.aidsaction.org

Phone: (202) 530-8030

Dedicated to responsible federal policy for improved HIV/AIDS care and services, vigorous medical research and effective prevention, AIDS Action is a network of 3200 national AIDS service organizations. AIDS Action also convenes National Organizations Responding to AIDS (NORA), the Washington consortium of 175 national organizations concerned about AIDS.

The AIDS Memorial Quilt:

Website: www.aidsquilt.org

Phone: (404) 688-5552

American Civil Liberties Union AIDS Project

Website: www.aclu.org/issues/aids/hmaids.html

LAMBDA GLBT Community Service

Website: www.lambda.org

Phone: (208) 246-2292

National Association of People With AIDS (NAPWA)

Website: www.napwa.org

Phone: (202) 898-0414

NAPWA is a national organization that advocates for better health care access and other services for people living with HIV. It does this in a variety of ways from regional HIV community development trainings to Congressional lobbying. NAPWA also produces The Active Voice+, a quarterly newsletter with information on public policy issues related to HIV/AIDS. In addition, NAPWA provides information services, educational resources and technical assistance for consumers and community-based organizations.

The National Latina/o Lesbian, Gay, Bisexual & Transgender Organization

Website: www.llego.org

Phone: (202) 408-5380

North American Syringe Exchange Network

Website: www.nasen.org

Phone: (253) 272-4857

Project Inform

Website: www.projectinform.org

Phone: (415) 558-8669