

## Big Online and Foundation Search

The Free Methodist Church in Canada has recently purchased a subscription to two online databases. They are: Big Online and Foundation Search. Through these databases we are able to search for foundations that may be interested in funding projects.



With our subscription we are limited to two users who are able to conduct searches. A church may request a search of these databases by completing the request form and submit it to the FMCiC. We will review the request and may contact the church for additional information to ensure the search conducted accurately. It is important that the church provide us with as much information about the project as possible to enable us to identify foundations most likely to be interested in providing funding. Please feel free to attach any additional documentation to the request form.

When you submit your request, please be as specific as possible about your project and the type of information to be searched. The broader the search the more foundations may be found, but the ability to determine if the foundation is a good match is decreased. Preparing proposals for foundations is a time consuming and costly task. It is in your best interests to make sure that the foundations you apply to are most likely to approve funding.

### Overview of the search process:

Big Online ([www.bigdatabase.ca](http://www.bigdatabase.ca)) has information on 2,200 Canadian Foundations, 750 Canadian Corporations, Government programs, 20,000 US Foundations and 500 US Corporations. Foundation Search ([www.foundationsearch.ca](http://www.foundationsearch.ca)) has information on 9,000 Canadian Foundations.

### Big Online

Big Online can be search for foundations:

- By location of foundation
- By location of project
- By Directors and Officers
- By keyword

**BIG ADVANCED SEARCH**

Grantor Name:

Grantor City:

Grantor Province:

Director/Officer:

Recipient Name:

Keyword Search:

Select database(s): Canadian Foundations and Grants  
Canadian Corporations  
Canadian Government Profiles  
Top 20,000 US Foundations  
Top 500 US Corporations  
US Government Programs

*Use Ctrl+Click to select multiple databases*

Maximum results:  Sort results by:

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**ADVANCED SEARCH OPTIONS**

Thesaurus: Broaden your search to include related words from our [thesaurus list](#).

Stemming: Finds variations of a word. Example: "fund" finds "funder", "funding" etc. - [Info](#)

Fuzzy search: Finds misspelled words. Example: "centre" finds "center" - [Info](#)

Phonic searching: Finds words that sound similar. Example: "Smith" also finds "Smithe" and "Smythe" - [Info](#)

[BIG Search Help](#): Learn to navigate quickly and effortlessly through the database. Tips on keyword searches, narrowing a search, and using search operators.

[Deadline Calendar](#): Research upcoming application deadlines for the latest foundation grants.

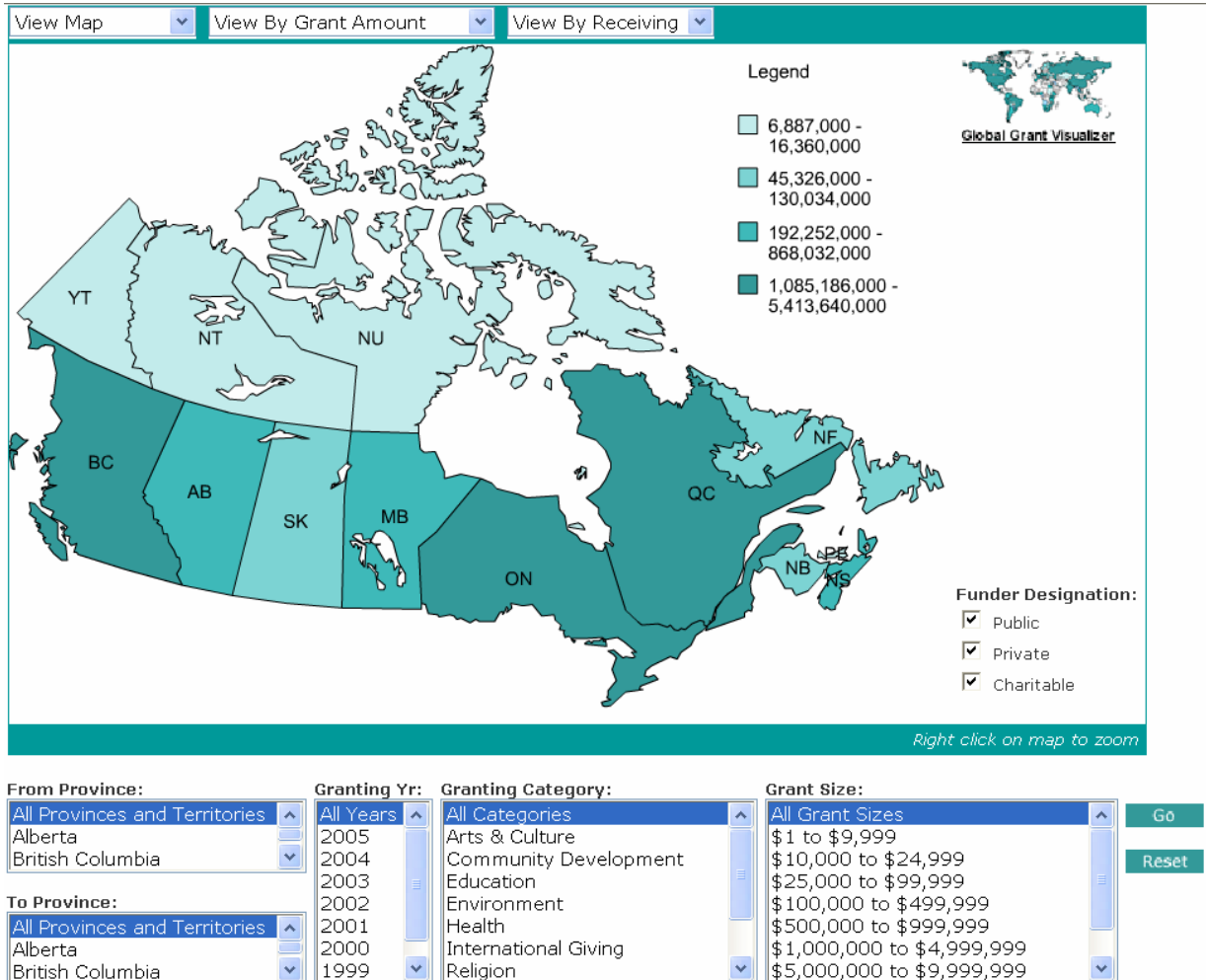
## Big Online Search Form

When a search is performed, the database will return a list of foundations that match the search criteria. We can then take a look at additional information on each foundation to determine if they may be worthwhile approaching for funding. The type of information that is provided includes:

- Foundation Profile
- Foundation News
- Funding Interests
- Funding Distribution
- Application Guidelines
- Contact Information
- Directors and Officers
- Funding History

## Foundation Search

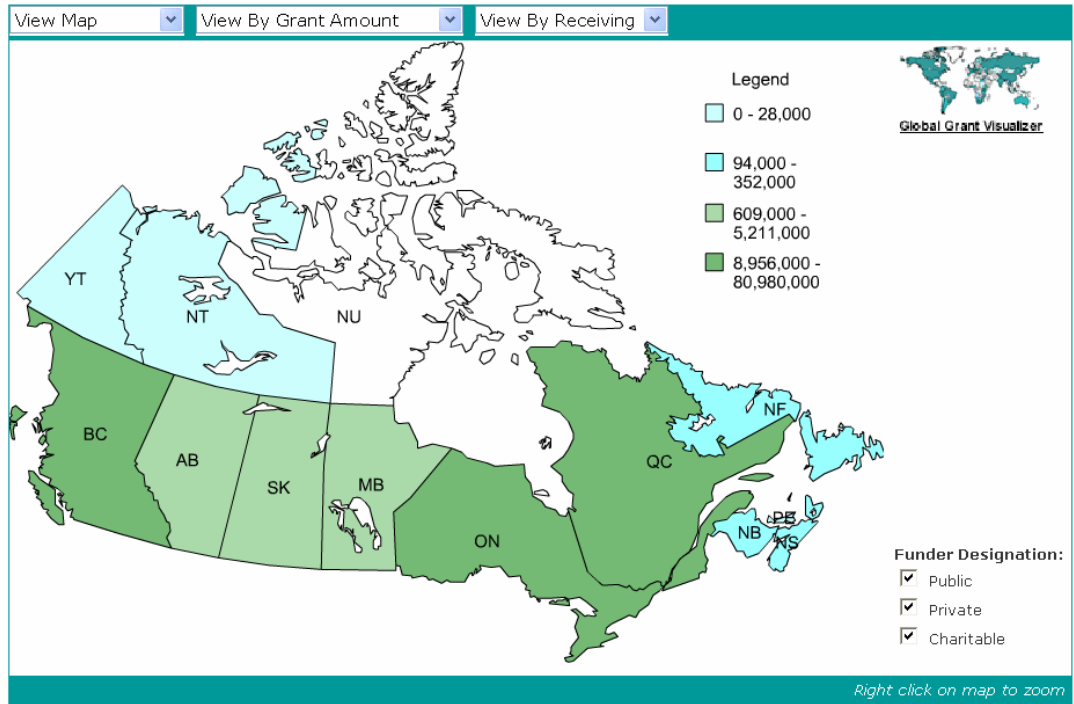
The information in Foundation Search can be accessed several different ways. The Grant Visualizer allows you to see the number of grants or the total dollar value granted across Canada based on selected criteria.



### Grant Visualizer

Grant Visualizer allows you to see how grants are distributed geographically. To find out how many grants totaling how much money were distributed across Canada in 2005 in the area of religion – see the following chart. There were 1,935 grants totaling over \$115 million in 2005.

Search Criteria: (GRANTING CATEGORY is Religion) AND (GRANTING YEAR is 2005)  
 Grant Total:\$115,560,000 Number of Grants:1,935




<b>From Province:</b> All Provinces and Territories Alberta British Columbia	<b>To Province:</b> All Provinces and Territories Alberta British Columbia	<b>Granting Yr:</b> All Years 2005 2004 2003 2002 2001 2000 1999	<b>Granting Category:</b> All Categories Arts & Culture Community Development Education Environment Health International Giving Religion	<b>Grant Size:</b> All Grant Sizes \$1 to \$9,999 \$10,000 to \$24,999 \$25,000 to \$99,999 \$100,000 to \$499,999 \$500,000 to \$999,999 \$1,000,000 to \$4,999,999 \$5,000,000 to \$9,999,999	<input type="button" value="Go"/> <input type="button" value="Reset"/>
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Foundation Search will let us drill down to see the details for each province and then directly to what foundations granted money for what types of projects.

Foundation Search also allows us to find foundations by name, location, asset size, giving interests, and keyword. See the two charts below.

Foundation Name:	<input type="text"/>	or	<input type="text"/>
City:	<input type="text"/>	or	<input type="text"/>
Province:	<input type="text" value="Any Province or Territory"/>	or	<input type="text" value="Any Province or Territory"/>
Postal Code:	<input type="text"/>	or	<input type="text"/>
CRN:	<input type="text"/>	or	<input type="text"/>
Total Assets From:	<input type="text" value="\$0"/>	to	<input type="text" value="\$2,000,000,000"/>
Total Grants From:	<input type="text" value="\$0"/>	to	<input type="text" value="\$2,000,000,000"/>
Main Giving Category:	<input type="text" value="Search all categories"/>		
Giving Interest:	<input type="text" value="Select main giving category first"/>		
Funder Designation:	<input checked="" type="checkbox"/> A. Public Foundation <input checked="" type="checkbox"/> B. Private Foundation <input checked="" type="checkbox"/> C. Charitable Organization		



For more information and tips on searching, visit our [help](#) section.

Maximum results:

Sort results by:

### Foundation Search

Grantor Name:	<input type="text"/>
Grantor City:	<input type="text"/>
Grantor Province:	<input type="text"/>
Director/Officer:	<input type="text"/>
Recipient Name:	<input type="text"/>
Keyword Search:	<input type="text"/>

Free text search through over 9,000 Canadian foundation profiles

Tip: Enter part of a name or term to broaden your search



For more information and tips on searching, visit our [help](#) section.

Maximum results:

Sort results by:

### Foundation Profile Keyword Search

The type of information that is provided about the foundations through Foundation Search includes:

- Foundation Profile
- Funding Interests
- Funding Distribution
- Application Guidelines
- Contact Information
- Directors and Officers
- Granting Analysis
- Geographic Distribution of Grants
- Funding History

## **After the Search is Complete**

When the search is complete, the information for any foundations that look like they should be approached for funding will be printed and forwarded to the church. It will be the responsibility of the local church to prepare the appropriate documents – covering letter, funding proposal, etc. and submit them to the foundations directly.

We will also include a document called “Guide to Proposal Writing” which has been created by Big Online. This is a great resource for those people who have not gone through the proposal writing process.

While we will endeavor to provide as accurate a search as possible, it will be the responsibility of the local church to review the information received to ensure that the foundations they approach meet all their criteria. Additional information about many foundations can be found by searching the internet. This can be very helpful. It is always best to have as complete an understanding of the foundation as possible before you proceed with applying.

## **FAQ's**

Here are some FAQ's that appear on Big Online:

### **Q: Do foundations object to unsolicited calls prior to submitting letters of inquiry or a grant proposal?**

A: Generally speaking, the answer is 'no'. But foundations tend to react negatively to questions that, had you done your profile research beforehand, would not need to be asked. A timely call can help you establish a personal relationship with a potential donor, while making sure all their contact information is up to date. This initial phone call may even give you the chance to test out your ideas and find out whether submitting a grant proposal is worth the effort. A prior phone call may also make your name and organization stick in their mind when it comes time to review the application.

### **Q: How can I get an edge when applying for funding?**

A: A strong record of financial performance and quality service delivery are key factors in obtaining an edge over competing grant seekers. Foundations fund the best and look for unique programs or projects that bring additional value or new knowledge to clients. Others donors will look closely at your financial history to ensure they're getting the most value for their dollars. Strong financial accounting and a low expense to program ratio are important factors in today's marketplace.

### **Q: What can I do to cement strong and long-lasting relationships with donors?**

A: Managing relationships is as important in the fundraising world as it is in the corporate world. Here are few quick tips to follow:

1. Always respond to inquiries from a program officer promptly. This will demonstrate to them that they are a priority to your organization.

2. Customize communication whenever possible with personalized letters or handwritten notes. If you must send something generic like an annual report or newsletter, include a post-it note with the page number of a particular item of interest.
3. Respect the program officer's time and be careful about the frequency and nature of all your communication. No one likes to be flooded with letters, phone calls, or e-mail messages. If you want to communicate with them, be sure you have a significant topic to discuss.

**Q: Will a donor give my organization funding for operational or administrative expenses?**

A: Yes. Some donors list operating expenses as an area of interest. But most will have to be convinced of the benefits to the community before they will consider supporting you.