

Grants For Profit:

5 Steps For Successfully Getting Business Grant Money

Sad News

There is some grant money available for for-profit businesses, but not much. The competition is steep, especially in today's economic environment. And grants are considered free money in the sense that you don't have to pay it back. There are grants from all levels of governments and foundations. Grants however have strings attached. The catch is that the money may only be used for the specific initiative or project for which the grant is designated.

The federal government generally makes grants to governmental entities, foundations and non-profit organizations.

If you are looking for funding for an existing or new **for-profit business**, you may encounter difficulties in finding and getting grant funding. By and large, foundations do not make grants to for-profit enterprises. And certainly there is no money for start-ups. Grants are generally (though not always) given to **non-profit organizations** for programs and services that benefit the community or the public at large.

Good News

Federal and state governments offer a wide-variety of low-interest loans and venture capital financing programs to help small business owners to grow their businesses. Visit Business.gov <http://www.business.gov/finance/financing/> for details about federal and state loan, grant and venture capital financing programs which is available for small businesses.

Be assured that there are also grants that businesses, both large and small, can apply for directly, without a government or non-profit as a go-between. Since the supply is limited, there will be competition for this money. But many do not know this avenue exists and thus do not pursue it.

Steps For Getting Grants

1. Register (Get a detailed checklist at <http://www.ccr.gov/Grantees.aspx>):

- a. Get a free DUNS number from Dun and Bradstreet via <http://fedgov.dnb.com/webform>
- b. Register in the Central Contractor Registration (CCR) system <http://www.ccr.gov/> (You will need to know your naics code. Download NAICS 2007 <http://www.census.gov/cgi-bin/sssd/naics/naicsrch?chart=2007> file.
- c. Get Credential Provider <http://apply07.grants.gov/apply/OrcRegister> username and password
- d. register at Grants.gov <https://apply07.grants.gov/apply/GrantsgovRegister>

2. Determine Grant Strategy

You may decide you have a preferred agency or governmental entity that you want to work with. Or you may decide to go after all grants applicable to your line of expertise. Grant Funding Activities will fall into various categories of work. Any given grant can have multiple categories associated with it. Most grants fall into the 1 -4 categories range. CFDA alluded to in the chart is simply the “Catalog of Federal Domestic Assistance” which provides a full listing of all federal government programs. Of special interest may be the **Recovery Act** Category. Below are the grant categories.

Agriculture	Arts (see "Cultural Affairs" in CFDA)
Business and Commerce	Community Development
Consumer Protection	Disaster Prevention and Relief
Education	Employment, Labor and Training
Energy	Environment
Food and Nutrition	Health
Housing	Humanities (see "Cultural Affairs" in CFDA)
Information and Statistics	Income Security and Social Services
Law, Justice and Legal Services	Natural Resources
Recovery Act	Regional Development
Science and Technology and other Research and Development	Transportation

3. Research Grants

Depending on your strategy, you may also want to visit and research State, Federal, Native American, non-profit agency and organization websites. You may also want to do a search for grants and loan programs at <http://search.business.gov/startLoans.html> . Small businesses in the United States would probably want to contact your state or local Small Business Development Center for assistance. Research the economic development agency of your own state or province.

A good resource is grants.gov. Before you can apply for a grant, you must fall into one of the appropriate Eligible Applicants categories. Obviously, the easiest category is “Unrestricted”.

Governments	<ul style="list-style-type: none"> City or township governments / local governments County governments Indian tribal governments Native American tribal governments (Federally recognized) Special district governments Specified agencies of the Federal Government State governments
Education	<ul style="list-style-type: none"> Independent school districts Private institutions of higher education Public and State controlled institutions of higher education Public institutions of higher education
Organization	<ul style="list-style-type: none"> Faith-based or community-based organizations For profit organizations other than small businesses Native American tribal organizations (other than Federally recognized tribal governments) Nonprofits having a 501(c)(3) status with the IRS, other than institutions of higher education Nonprofits that do not have a 501(c)(3) status with the IRS, other than institutions of higher education Public housing authorities/Indian housing authorities
Others	<ul style="list-style-type: none"> Individuals Commercial Organizations For profit organizations other than small businesses Foreign institutions International or Foreign Organizations or Governments Private / Individual land owners Small businesses Unrestricted

4. Build Relationships

The best way to be successful with grants is to get notices and connected *before* the grant proposal is issued. So, regardless of your strategy, it's always nice to cultivate a relationship with the responsible party. If you're interested in doing business with the military, you still want to develop relationships with the procurement or small business liaison. People buy from people.

5. Apply for Grants!

Often you will need financial statements, business plans and business cases for the money.

The steps and complete details can be found at

http://www07.grants.gov/applicants/apply_for_grants.jsp

Want Real Business Grant Opportunities?

In case you missed it,

Get a listing of Upcoming Grants, by clicking here.

Here's some samples of what's available:

Due Date	Title	Funding Opportunity Number	Eligible Applicants	Category
6/17/2009	DoD Breast Cancer Innovator Award	W81XWH-09-BCRP-INNOV	Unrestricted	Science and Technology and other Research and Development
6/17/2009	DoD Breast Cancer Era of Scholar Award	W81XWH-09-BCRP-EOHS	Unrestricted	Science and Technology and other Research and Development

Due Date	Title	Funding Opportunity Number	Eligible Applicants	Category
6/17/2009	DoD Breast Cancer Multi-Team Award	W81XWH-09-BCRP-MT	Unrestricted	Science and Technology and other Research and Development
6/17/2009	DoD Breast Cancer Innovator Award	W81XWH-09-BCRP-INNOV	Unrestricted	Science and Technology and other Research and Development
6/17/2009	DoD Breast Cancer Era of Scholar Award	W81XWH-09-BCRP-EOHS	Unrestricted	Science and Technology and other Research and Development
6/17/2009	DoD Breast Cancer Multi-Team Award	W81XWH-09-BCRP-M	Unrestricted	Science and Technology and other Research and Development

Due Date	Title	Funding Opportunity Number	Eligible Applicants	Category
6/17/2009	UTAH CONSERVATION INNOVATION AQUACULTURE GRANT 2009	USDA-NRCS-UTAH-CIG-FY09-AQUACULTURE	<p>"Nonprofits having a 501(c)(3) status with the IRS, other than institutions of higher education</p> <p>Private institutions of higher education</p> <p>Individuals</p> <p>For profit organizations other than small businesses</p> <p>Small businesses</p>	<p>Agriculture</p> <p>Business and Commerce</p> <p>Education</p> <p>Environment</p> <p>Natural Resources</p> <p>Science and Technology and other</p> <p>Research and Development</p>
6/17/2009	DoD Breast Cancer Impact Award	W81XWH-09-BCRP-IMPT	Unrestricted	<p>Science and Technology and other</p> <p>Research and Development</p>

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6/18/2009	Cooperative Ecosystem Studies Unit, Rocky Mountain CESU	09HQPA0041	participating partner of the Rocky Mountain Cooperative Ecosystem Studies Unit (CESU) Program	Science and Technology and other Research and Development
6/18/2009	Demonstration Project on Senior Pedestrian Safety Training Program	DTNH22-09-R-00212	Unrestricted	Science and Technology and other Research and Development
6/18/2009	Advanced Water Power	DE-FOA-0000069	Unrestricted	Energy
6/19/2009	Rural Development Rural Utilities Community Connect Grant Program	RDRUS-09-01-CC	"Nonprofits having a 501(c)(3) status with the IRS, other than institutions of higher education For profit organizations other than small businesses Small businesses	Community Development

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6/19/2009	NIJ FY09 Criminal Justice Technology Information and Sensor Systems Center of Excellence	NIJ-2009-2244	Unrestricted	Law, Justice and Legal Services Science and Technology and other Research and Development
" 6/19/2009	NIJ FY09 Criminal Justice Technology Information and Sensor Systems Center of Excellence	NIJ-2009-2244	Unrestricted	Law, Justice and Legal Services Science and Technology and other Research and Development
6/19/2009	NIJ FY09 Criminal Justice Electronic Crime Technology Center of Excellence	NIJ-2009-2245	Unrestricted	Law, Justice and Legal Services Science and Technology and other Research and Development
6/19/2009	NIJ FY09 Criminal Justice Technology Regional Centers	NIJ-2009-2246	Unrestricted	Law, Justice and Legal Services Science and Technology and other Research and Development

Due Date	Title	Funding Opportunity Number	Eligible Applicants	Category
6/19/2009	2009 NICS State Records Estimates Development and Validation Project	2009-BJS-2227	<p>Both for-profit (commercial) and nonprofit organizations (including tribal organizations) may apply for funds. However, consistent with OJP fiscal requirements, for-profit organizations are not allowed to make a profit as a result of this award or to charge a management fee for the performance of this award</p>	Information and Statistics

Due Date	Title	Funding Opportunity Number	Eligible Applicants	Category
6/19/2009	Clean and Renewable Energy Program	RFA-512-09-000001	Brazilian organizations such as non-profit organizations (or for-profit companies willing to forego profits), including private voluntary organizations, faith-based organizations, universities, research organizations, professional associations, and relevant special interest associations	Energy