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**ABSTRACT**

Sources of funding for programs for at-risk youth are described in this document. The sources listed were selected from experience, and from a search of directories. The information about funding sources for at-risk programs was the result of an Illinois Researcher Information System search as well as hand searches using the following directories and resources: TAFT Foundation, America's Newest Foundations, National Data Book, Directory of Grants in Humanities, The Corporate 500, Annual Registry of Grant Support, and The Corporate 1000 Higher Education Directory. The following strategies for obtaining funding are discussed: (1) locate information on available funding sources; (2) identify potential funding sources; (3) follow proposal procedures within one's own organization; (4) write to potential supporters; (5) make the initial contact with the potential supporter; (6) develop the proposal; (7) submit the proposal; and (8) follow up on the status of the proposal. The name, address, telephone number, contact person, due date, as well as any additional information, are listed for 46 sources. Sources include corporate foundations as well as charitable foundations. (LLL)

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# The Sourcebook

**A Revised, Refined and Reliable Compilation  
of Organizations, Corporations, and Foundations  
which fund  
Programs and Activities  
for At-Risk Youth**

**Compiled by**

**The National Dropout Prevention Center  
Clemson University**

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Office of Educational Research and Improvement  
EDUCATIONAL RESOURCES INFORMATION  
CENTER (ERIC)

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**1992 Edition**

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**The National Dropout Prevention Center is a partnership between an organization of concerned leaders—representing business, educational, and policy interests—and Clemson University, created to significantly reduce America's dropout rate by fostering public-private partnerships in local school districts and communities throughout the nation. The Center cultivates these partnerships by collecting, analyzing and disseminating information about dropout prevention policies and practices and by providing technical assistance to develop and demonstrate dropout prevention programs.**

# **The \$ourcebook**

**A Revised, Refined and Reliable Compilation**

**of Organizations,**

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**Programs and Activities**

**for At-Risk Youth**

**1992 Edition**

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Clemson, SC 29634-5111**

# Preface

March, 1992

Federal, state, and local governments have been generous in funding public education, especially in funding programs for at-risk youth. However, with the growing population of at-risk young people, government resources are no longer adequate. Educators are faced with the challenge of teaching students with diverse needs—many of whom require different strategies, techniques or approaches. Unfortunately, many of these ideas which show promise are never put into practice for lack of money.

In recent years, many private corporations and foundations have expressed concern for America's public education system. They have also demonstrated a willingness to get involved. They have acted by establishing partnerships with local schools and by funding projects and activities. Many of the most successful dropout prevention programs operating today are the result of this commitment by private sector investments.

The National Dropout Prevention Center's mission is to provide information and assistance to groups and individuals working to reduce the dropout rate. The Center receives many requests for sources of funding for at-risk programs. In 1990 to respond to these requests, Center staff developed and printed the first edition of *The Sourcebook*, a quick and easy reference for identifying those private foundations which fund programs and activities for at-risk youth.

Last year Center staff began updating the first edition. We wanted the second edition to be more than just an expanded version of the original; we wanted it to be an improvement. Toward that goal, we utilized information from users of the first edition, foundation guidelines/directories, as well as initiating direct contact with foundation staff to identify and qualify those foundations which have money available for educators.

It is our sincere hope that those individuals who design programs and activities for these young people will find this publication useful and profitable in locating sources of private funding for their deserving programs. Please share with us your feedback on the value of this publication, your insights for improvement and your successes and failures in seeking funding. We want to hear from you.

----- Jay Smink, Executive Director  
The National Dropout Prevention Center

## Introduction

A reduction in state and federal budgets may require many schools and organizations to seek funding support from other sources. Staff at the National Dropout Prevention Center, Clemson University, have put together *The Sourcebook* to aid school and agency personnel who have an interest and/or responsibility to design programs for the at-risk youth population that they serve. A creative, assertive approach can yield successful results for those persons willing to devote time, energy, and expertise to proposal development.

The sources listed are by no means all of the resources available, nor are there any guarantees of their continued support. They were selected for this publication from experience and from a search of directories explained later.

The information about funding sources for at-risk programs compiled in *The Sourcebook* was the result of an IRIS (Illinois Researcher Information System) search as well as hand searches using the following directories or resources:

*TAFT Foundation*  
*America's Newest Foundations*  
*National Data Book*

*Directory of Grants in Humanities*  
*The Corporate 500*  
*Annual Registry of Grant Support*  
*The Corporate 1000 Higher Education Directory*

Special thanks go to the Office of University Research at Clemson University for their assistance in locating information for this publication.

The following descriptors were used in the searches:

teaching and learning problems  
economically disadvantaged  
learning disabled  
emotionally handicapped  
developmentally disabled  
special education  
at-risk students  
students with special needs  
socially disadvantaged  
operating or general support  
teaching or curricula/program development  
collaborative activity  
basic skills education  
career education  
elementary education  
minority education  
preschool education  
secondary education  
vocational education  
bilingual education  
junior high school education  
migrant education  
multicultural education  
remedial education  
teacher education  
children and youth

Information found in *The Sourcebook* has been reviewed within the last six months.

***It is strongly recommended the user obtain more information from a prospective resource before submitting a formal proposal!***

# Strategies for Obtaining Funding

## 1. Locate information on available funding sources.

The library is a good place to begin searching for possible funding sources. The reference librarian is the resource person to get to know. The reference librarian can direct you to such publications as:

*Federal Register*  
*Commerce Business Daily*  
*TAFT Foundation*  
*The Corporate 500*  
*Higher Education Directory*  
*Annual Registry of Grant Support*  
*Education Grants Alert*

*Catalog of Federal Domestic Assistance*  
*The Foundation Directory*  
*Directory of Grants in Humanities*  
*The Corporate 1000*  
*National Data Book*  
*America's Newest Foundations*  
*National Guide to Funding for Elementary & Secondary Education*

The library may offer a computer search service. Such data bases as IRIS (Illinois Researcher Information System), SPIN, etc. can expand your list of potential supporters.

## 2. Identify potential funding sources.

Read the information in the available resources to determine if the goals of the potential sources are compatible with the goals of your organization and your proposed project.

## 3. Follow proposal procedures within your organization.

Every organization has different procedures for developing and submitting proposals. It is critical to identify and follow those guidelines and to obtain the approval and commitment of your organization.

## 4. Write to potential supporters.

Letters of support are generally required for funding. These may be requested from state departments of education, the governor's office, local businesses and industries, volunteer groups or state agencies which will be affected by the proposal.

## 5. Make the initial contact with the potential supporter.

Initial contact with the potential supporter may be in the form of a letter, phone call, visit, or combination of the three. This allows both parties to determine if there is a need to pursue the proposal.

## 6. Develop the proposal.

Following the guidelines outlined by the funding source, type the proposal in a simple, succinct style that is neat, well-organized and logical.

## 7. Submit the proposal.

Before mailing, obtain signatures of approval necessary for documentation. Submit the required number of copies to the funding source so that it meets deadlines established by the funder.

## 8. Follow up on the status of the proposal.

Approval time frames vary within funding organizations. Allow a sufficient time for the proposal to be considered, then follow up to determine the status of your proposal.

# Funding Sources for At-Risk Programs

## **The Abell Foundation, Inc.**

8401 Connecticut Avenue  
Chevy Chase, MD 20815  
(301) 652-2224

**Contact:** Write for Guidelines

**Due Date:** Year-round

**Addtl. Info.:** The geographic focus of the Foundation is Washington, DC and five Maryland Counties: Montgomery, Prince George's, Calvery, Charles & St. Mary's Counties. Category restrictions: hungry, homeless, battered women and children, mentally retarded and job training.

## **Aetna Foundation, Inc.**

National Grants Program  
151 Farmington Avenue  
Hartford, CT 06156  
(203) 273-1932

**Contact:** Submit proposal in writing, no application necessary

**Due Date:** No deadline announced

**Addtl. Info.:** The geographic focus of the Foundation is restricted to programs in the headquarter's city of Hartford and those proposals which have national scope and significance.

## **Alcoa Foundation Grants-Education**

Alcoa Foundation  
1501 Alcoa Building  
Pittsburgh, PA 15219  
(412) 553-4696

**Contact:** Letter with verification

**Due Date:** Monthly meeting of Directors

## **Allstate Foundation Grants**

Allstate Foundation  
Allstate Plaza, F-4  
Northbrook, IL 60062  
(312) 402-5502

**Contact:** Write for guidelines

**Due Date:** Accepted anytime

## **American Association of University Women Educational Foundation**

1111-16th Street N.W.  
Washington, DC 20036  
(202) 728-7613

**Contact:** Letter for application

**Due Date:** Feb 1

**Addtl. Info.:** Provides funds to advance education, research and self-development for women and foster equity and positive societal change.

## **American Express Philanthropic Program**

American Express Company  
American Express Plaza  
World Financial Center  
New York, NY 10285-4710  
(212) 640-5661

**Contact:** Write for guidelines and procedures

**Due Date:** Continuous acceptance

## **American Honda Foundation**

P. O. Box 2205  
Torrance, CA 90509  
(213) 781-4090

**Contact:** Kathryn Ann Carey, written one page letter of intent requesting grant application

**Due Date:** Quarterly - February 1, May 1, August 1, November 1

## **Apple Computer, Inc.**

Education Grants  
Apple Corporate Affairs  
20525 Mariani Avenue  
Cupertino, CA 95014  
(408) 974-2974

**Contact:** Letter of organization information

**Due Date:** Accepted anytime



**Arco Foundation**

Arco Foundation  
515 S. Flower Street  
Los Angeles, CA 90071  
(213) 486-3342  
**Contact:** Letter for Annual Report  
**Due Date:** Year-round

**The Boston Globe Foundation**

P. O. Box 2378  
Boston, MA 02107-2378  
(617) 929-2000  
**Contact:** Letter with tax exempt status, budget, other funding sources and organization information.  
**Due Date:** Year-round  
**Addtl. Info.:** The geographic focus of the Foundation is all neighborhoods of Boston, Cambridge, Somerville, Chelsea, Billerica and Quincy.

**Buhl Foundation**

4 Gateway Center, Room #1522  
Pittsburgh, PA 15222  
(412) 566-2711  
**Contact:** Letter of inquiry to the Foundation. A formal proposal will be requested if the foundation is interested.  
**Due Date:** None given  
**Addtl. Info.:** The geographic focus of the Foundation is restricted to southwestern PA region with emphasis on the Pittsburgh metropolitan area.

**Chevron Contributions Program**

Chevron Corporation  
P. O. Box 7753  
San Francisco, CA 94120-7753  
(415) 894-5464  
**Contact:** Letter for application  
**Due Date:** Reviewed on ongoing basis  
**Addtl. Info.:** Priority is given to math/science programs and to areas of major company operations.

**Coca-Cola Foundation**

P. O. Drawer 1734  
Atlanta, GA 30301  
(404) 676-2568  
**Contact:** Letter  
**Due Date:** No deadline announced

**Cox (Jessie B.) Charitable Trust**

c/o Grants Management Associates  
230 Congress Street  
Boston, MA 02110  
(617) 426-6162  
**Contact:** Eligible organizations may submit a complete proposal or a concept paper to begin the application process.  
**Due Date:** May be submitted at any time but must be received by January 15, April 15, July 15 or October 15 to be considered at the next regular meeting of the Trustees.  
**Addtl. Info.:** The geographic focus of the Trust is New England. Grants are occasionally made in other northeastern states. Fields of interest are health, education and the environment.

**DeWitt Wallace-Readers Digest Fund**

261 Madison Avenue, 25th Floor  
New York, NY 10016  
(212) 953-1200  
**Contact:** 1-2 page letter describing project  
**Due Date:** Board meets quarterly, no deadlines

**Dresser Foundation Grants**

Dresser Foundation  
P. O. Box 718  
Dallas, TX 75221  
(212) 740-6741  
**Contact:** Letter with tax exempt status  
**Due Date:** Accepted anytime  
**Addtl. Info.:** The Foundation does not include primary or secondary schools in its aid to educational programs.

**Exxon Education Foundation**

225 E. John W. Carpenter Freeway  
Irving, TX 75062-2298  
(214) 444-1104

**Contact:** Letter for program guidelines

**Due Date:** None

**Addtl. Info.:** There are no geographical limitations and the following categories are considered: elementary and secondary school restructuring, teacher education, and mathematics education.

**Ford Foundation**

Urban Poverty Program  
Youth Development Program  
320 E. 43rd Street  
New York, NY 10017  
(212) 573-5000

**Contact:** Letter

**Due Date:** Not given

**Addtl. Info.:** Focus is on National Demonstration Programs and Policy Research that examine the effects and dimensions of comprehensive programs for low-income urban youth.

**General Mills Foundation**

P. O. Box 1113  
Minneapolis, MN 55440  
(612) 540-3338

**Contact:** Letter with project information, evidence of need, method of evaluation, organization information, budget, financial statement, and form 990.

**Due Date:** Projects reviewed on ongoing basis

**Addtl. Info.:** Funding in communities where General Mills, Inc. has a presence—a key criteria. Areas include education, health/social action, arts and culture.

**Grant (William T.) Foundation**

515 Madison Avenue  
New York, NY 10022-5403  
(212) 752-0071

**Contact:** Letter with proposal information

**Due Date:** No deadlines

**Addtl. Info.:** Programs are limited to the New York Metropolitan region and mainly support research.

**Green (Allen P. and Josephine B.) Foundation**

Box 523  
Mexico, MO 65265  
(314) 581-5568

**Contact:** Letter

**Due Date:** April 1 for consideration at May meeting, October 1 for consideration at November meeting.

**Hazen (Edward W.) Foundation**

505 Eighth Avenue  
23rd Floor  
New York, NY 10018  
(212) 967-5920

**Contact:** Letter

**Due Date:** January 15 and July 15

**Addtl. Info.:** Areas of interest in precollegiate education in 1991: education advocacy, community and parent organizing for school reform. Most grants are one year in duration.

**Hearst, William Randolph Foundation**

888 Seventh Avenue  
45th Floor  
New York, NY 10106  
(212) 586-5404

**Contact:** Letter

**Due Date:** No deadline announced

**Addtl. Info.:** Grants are limited to institutions in the U.S. Particular interest in serving a larger geographic area rather than neighborhoods or communities.

**Hewlett, William and Flora Foundation**

525 Middlefield Road, Suite 200  
Menlo Park, CA 94025  
(415) 329-1070

**Contact:** Letter of inquiry containing statement of need for funds and information to determine if proposal falls within the foundation's area of preferred interest.

**Due Date:** Year-round

**Addtl. Info.:** Grants are limited to comprehensive programs in the San Francisco Bay Area.

**Johnson (Robert Wood) Foundation**

College Road  
P. O. Box 2316  
Princeton, NJ 08543-2316  
(609) 452-8701

**Contact:** Letter requesting information

**Due Date:** No deadline announced

**Addtl. Info.:** The main thrust of the grantmaking efforts is aimed at the provision of health services.

**Jones, Daisy Marquis Foundation**

620 Granite Building  
130 East Main Street  
Rochester, NY 14604-1620  
(716) 263-3331

**Contact:** Letter of inquiry from eligible applicants

**Due Date:** None

**Addtl. Info.:** The Foundation makes grants only in Monroe and Yates Counties, NY, primarily to improve the quality of health care available to residences in these counties. Other grants help to fund services for senior citizens, youth, and women, with special emphasis on the disadvantaged.

**Joyce Foundation**

Discretionary Fund  
135 South LaSalle Street  
Suite 4010  
Chicago, IL 60603-4886  
(312) 782-2464

**Contact:** Submit one page letter with project information

**Due Date:** No deadline announced

**Addtl. Info.:** Grants in Illinois, Indiana, Iowa, Ohio, Michigan, Minnesota and Wisconsin. No scholarship, capital or endowment support provided.

**Kaiser, Henry J. Foundation**

Quadrus, 2400 Sand Hill Road  
Menlo Park, CA 94025  
(415) 854-9400

**Contact:** A brief letter of inquiry describing the proposed project.

**Due Date:** No deadlines for proposals; they are reviewed year-round.

**Addtl. Info.:** The Foundation does not make grants to individuals, only to tax-exempt nonprofit organizations.

**Kellogg (W.K.) Foundation-Youth**

Executive Assistant - Programming  
One Michigan Avenue East  
Battle Creek, MI 49017-4058  
(616) 968-1611

**Contact:** Submit one page letter with project information

**Due Date:** No deadline announced

**Addtl. Info.:** A majority of the Foundation's grantmaking is concentrated in the areas of youth; leadership; volunteerism and philanthropy; community-based, problem-focused health services; higher education; food systems; rural development; groundwater resources (in the Great Lakes area); and economic development (in Michigan).

**Knight Foundation**

One Biscayne Tower  
2 S. Biscayne Blvd., Suite 3800  
Miami, FL 33131  
(305) 539-0009

**Contact:** Write or phone the Foundation to request a copy of its published guidelines.

**Due Date:** By 5 p.m. on the following dates: January 1, April 1, July 1, and October 1.

**Addtl. Info.:** Grants for dropout prevention programs and projects have been made through the Foundation's Cities Program, which is geographically limited to 26 communities in 16 states. Cities Program grantseekers must provide services within the Foundation's specific geographic areas.

**Lilly Endowment, Inc.**

2801 North Meridian Street  
P. O. Box 88068  
Indianapolis, IN 46208  
(317) 924-5471

**Contact:** Dr. Joan Lipsitz or Gayle Dorman (education); Willis Bright (community development)

**Due Date:** Proposals accepted year-round

**Addtl. Info.:** Most grants in elementary-secondary education and youth programs are confined to the benefit of the public schools of Indiana. The exceptions are research and leadership development which extend to both agencies in Indiana and to important national organizations that sustain youth work at the state/local levels.

**Mars Foundation**

6885 Elm Street  
McLean, VA 22101  
(703) 821-4900

**Contact:** Letter requesting guidelines

**Due Date:** November 10

**Mary Reynolds Babcock Foundation**

102 Reynolda Village  
Winston-Salem, NC 27106  
(919) 748-9222

**Contact:** William L. Bondurant, Executive Director

**Due Date:** March 1 and September 1

**Addtl. Info.:** Grants are made primarily within the southeastern USA. No grants to individuals or for "brick and mortar," endowment, research, international travel or for local community efforts unless there is likely a "ripple" effect or replication outside the community.

**Metropolitan Life Foundation**

Education

One Madison Avenue  
New York, NY 10010  
(212) 578-2377

**Contact:** Letter

**Due Date:** Accepted anytime

**Addtl. Info.:** Funding is restricted to institutions of higher education and nonprofit education organizations. Geographical limitations: national outreach.

**Mott (Charles Stewart) Foundation**

1200 Mott Foundation Bldg.  
Flint, MI 48502-1851  
(313) 238-5651

**Contact:** Write for a copy of guidelines

**Due Date:** No deadline announced

**Addtl. Info.:** No grants or loans to individuals; no support for religious activities for specific religious groups or denominations; capital development and endowment only when necessary to further other foundation objectives; and support for research only when instrumental for planning, implementing or evaluating grantmaking activities in a particular program area, or for public policy.

**National Foundation/Improvement of Education**

1201 16th Street SW, Room 234  
Washington, DC 20036  
(202) 822-7840

**Contact:** Dr. Donna C. Rhodes or Dr. Cheryl M. Kane

**Due Date:** None given

**Addtl. Info.:** NFIE does not give to 501(c)(3) organizations. Grants are given to educational professionals to promote teacher professionalism—to enable teachers to improve the educational opportunities offered to students.

**National Science Foundation**

1800 G Street NW, Room 635B  
Washington, DC 20550  
(202) 357-7539

**Contact:** Ethel Schultz

**Due Date:** Accepted anytime

**New York Community Trust**

Two Park Avenue  
New York, NY 10006  
(212) 686-0010

**Contact:** Written proposal; call for guidelines.

**Due Date:** Accepted year-round

**Addtl. Info.:** Four main funding areas: children, youth and families; community development and the environment; education, arts and the humanities; and health and people with special needs. Grants are made for programs to improve public education in New York City.

**Pew Charitable Trusts**

Health and Human Services  
Three Parkway  
Suite 501  
Philadelphia, PA 19102-1305  
(215) 568-3330

**Contact:** Letter

**Due Date:** No deadline

**Addtl. Info.:** The Trusts do not review proposals from individual independent or public schools or from school districts outside of Pennsylvania.

### **Prudential Foundation Grants**

Prudential Plaza  
Newark, NJ 07102-3777  
(201) 802-7354

**Contact:** Submit written proposal

**Due Date:** No deadline announced

**Addtl. Info.:** Funding is restricted to areas where Prudential has a significant presence—national programs and programs in Newark, New Jersey and regional programs in Minneapolis, MN, Jacksonville, FL, Van Nuys, CA and Fort Washington, PA.

### **Public Welfare Foundation**

2600 Virginia Avenue, NW, Suite 505  
Washington, DC 20037  
(202) 965-1800

**Contact:** All listed methods of initial contact are accepted.

**Due Date:** Proposals are received and reviewed year-round.

### **Reynolds (Z. Smith) Foundation, Inc.**

101 Reynolda Village  
Winston-Salem, NC 27106  
(919) 725-7541

**Contact:** Send letter requesting application information.

**Due Date:** August 1 and February 1

**Addtl. Info.:** The geographic focus of the Foundation is restricted to North Carolina.

### **Rockefeller Foundation Grant Program**

Hugh B. Price  
1133 Avenue of the Americas  
New York, NY 10036  
(212) 869-8500

**Contact:** Letter

**Due Date:** No deadline announced

### **Dr. Scholl Foundation Grants Program**

Dr. Scholl Foundation  
11 S. LaSalle Street  
Suite 2100  
Chicago, IL 60603  
(312) 782-5210

**Contact:** Letter requesting application and guidelines

**Due Date:** After November 1 but no later than May 15th of each year.

**Addtl. Info.:** Application for grants will be considered in the following areas: private education at all levels; general charitable programs; civic, cultural, social services, health care, economic and religious activities. There are no geographic limits on the Foundation's scope of operations.

### **The Greater New Orleans Foundation**

2515 Canal Street, Suite 401  
New Orleans, LA 70119  
(504) 822-4906

**Contact:** Linetta J. Gilbert, Program Officer

**Due Date:** Quarterly - February 15, May 15, August 15, and November 15.

### **UPS Foundation Grants**

UPS Foundation  
400 Perimeter Center  
Terraces North  
Atlanta, GA 30346  
404-913-6374

**Contact:** Clem Hanrahan, Director

**Due Date:** September 1

**Addtl. Info.:** Funding in U.S. only. Category restrictions: no grants given for capital fund drives, operating funds, or to individuals.

## About the National Dropout Prevention Center...

The National Dropout Prevention Center (NDPC) is committed to a comprehensive and systemic approach that will ensure all young people receive the quality education to which they are entitled. To support this approach, the Center offers a wide variety of services designed to aid policymakers and practitioners in making decisions and designing programs that will affect the future of our nation's youth.

### The NDPC:

- develops public-private partnerships between school districts, institutions of higher education and local businesses;
- conducts needs assessments from which responsive approaches and programs are developed and implemented (mentoring, tutoring, or learning styles for example); and
- evaluates the effectiveness of current dropout prevention programs and practices.

The Center collects and publishes materials relating to current trends in dropout prevention. Practitioners can easily identify and retrieve dropout-related materials through the NDPC's:

- **Resource Materials Library**—statistical data, legislation, policy statements, research reports and monographs.
- **FOCUS Database**—internationally accessible, user-friendly, computerized system containing current dropout prevention program profiles, seminars, conferences, workshops, published works related to at-risk youth as well as consultants and speakers.
- **Publications**—*The National Dropout Prevention Newsletter*, practitioner-oriented, published quarterly in cooperation with The National Dropout Prevention Network; *Solutions and Strategies*, brief treatments of dropout prevention issues, printed twice yearly; and *Dropout Prevention Research Reports*, in-depth examinations of at-risk topics such as alternative schools or service learning, printed several times each year;

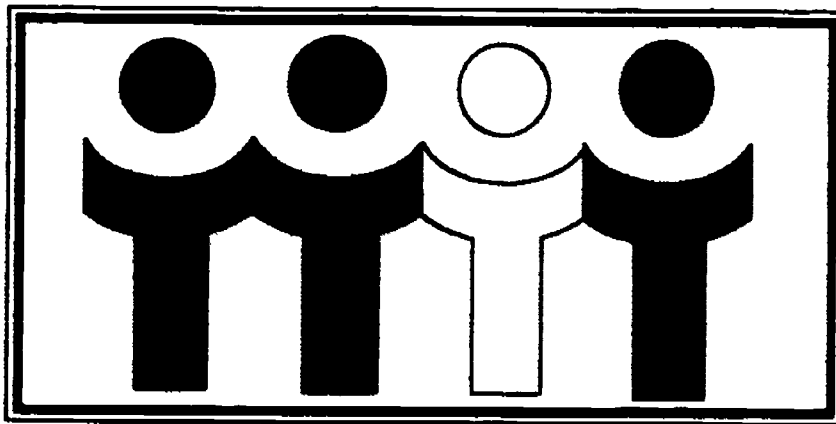
The NDPC also designs and conducts seminars and workshops which enhance the professional skills of those who work with at-risk youth. Two of the most popular workshops have produced definitive publications for program coordinators: *The Mentoring Guidebook* and *The Evaluation Handbook*.

As part of its outreach the NDPC is affiliated closely with the National Dropout Prevention Network (NDPN). Created in response to the need to share information on the at-risk issue, the NDPN attempts to provide services for practitioners. It links educators, communities, researchers, parents, and the private sector in one common goal—to help find solutions for young people in need. Membership in the NDPN offers many personal and professional benefits and is as simple as completing the membership form on the following page.

Additional copies of *The Sourcebook* may be purchased from the Center. More information about NDPC publications or the National Dropout Prevention Network may be obtained by contacting:

The National Dropout Prevention Center  
Clemson University  
Clemson, SC 29634-5111  
(803) 656-2599





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Clemson University  
Clemson, SC 29634-5111  
(803) 656-2599***