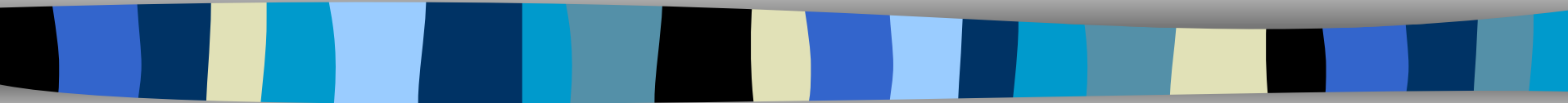


# RESOURCE DEVELOPMENT AND IDENTIFICATION

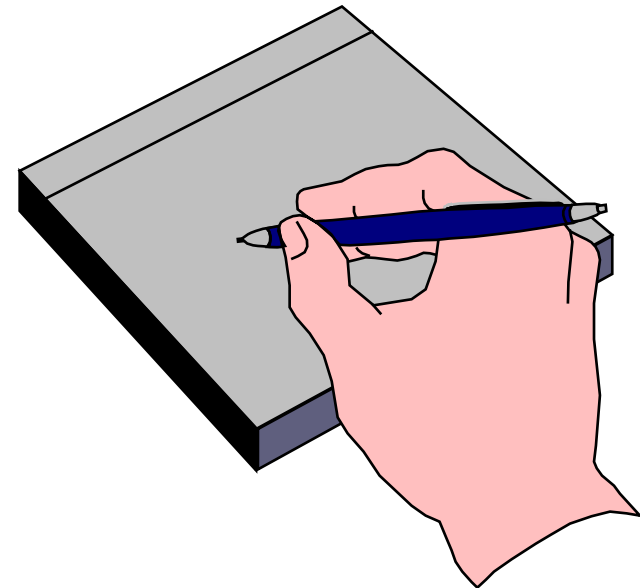


# Budget Development



# Identifying Needs

- Review project design and activities for details
- List needs
- Types of needs
  - special personnel
  - special supplies
  - unique equipment



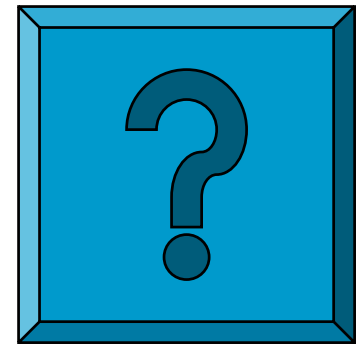
# Typical Budget Items

- Personnel
- Fringes
- Travel
- Equipment
- Supplies and materials
- Communications
- Consultants
- Other items



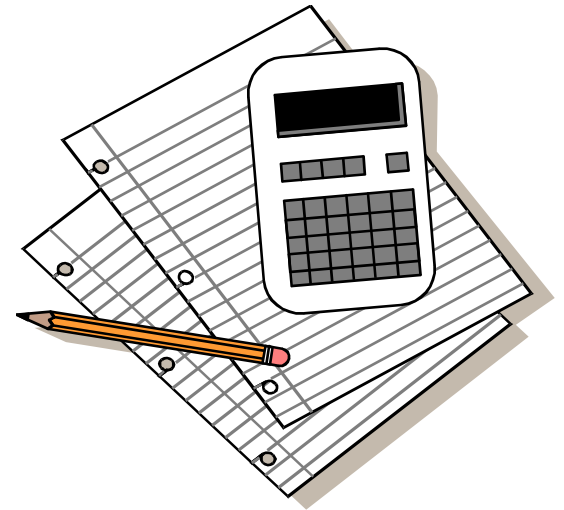
# What is already available?

- Assets assessment
  - Matching funds and cost-sharing
    - inkind
    - actual cash
    - ask permission
- Computing values



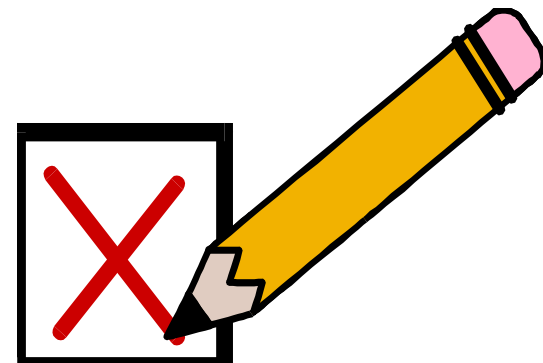
# What is needed?

- (Refer to Budget Items Checklist)



# Procedures

- Knowing indirect cost rates allowed
- Internal approvals prior to submitting the proposal
- Other certifications required



# Funding Sources



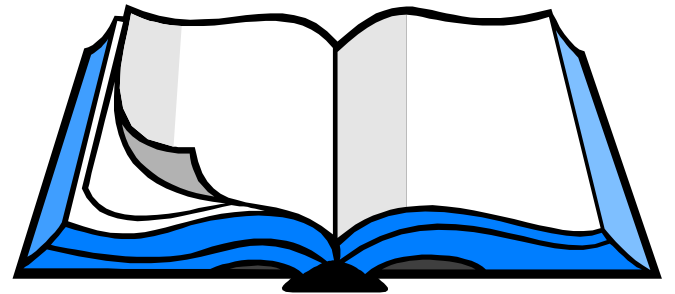
# Types of funding sources

- Federal
- State
- Other government
- Corporate and industrial
- Private foundations



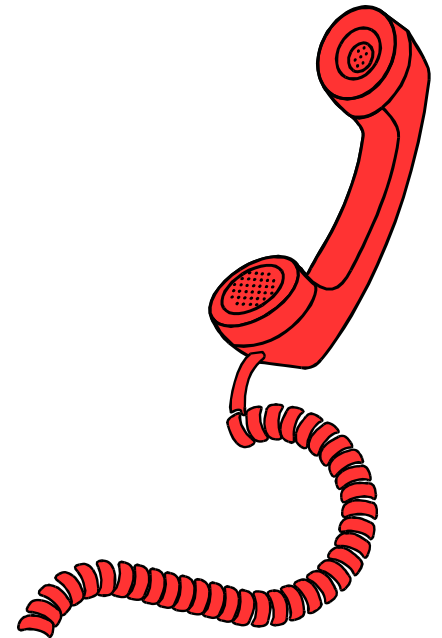
# Sources of Information

- Printed
- Electronic
  - (websites)



# How to Contact Sources

- Telephone calls
- Letters
- Concept papers
- Solicited proposals
- Unsolicited proposals
- Interactions with program officer



# Guidelines

- Follow the proposal development instructions
- “Track” the funding -- funds do not “dry up” but rather move around -- the money is there.

