

# James J. Hill Reference Library Guide to Grant Information and Small Business Financing

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Financing a new small business is often an entrepreneur's first hurdle. The following Web sites and books are some of the resources that Hill librarians have found helpful when researching grants and other financing options. Please keep in mind that grants to for-profit businesses are very rare and other options, such as loans, assistance from family and friends, or equity financing are the most common ways of financing new or expanding ventures.

## Web Sites

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### Angel Capital Association

[www.angelcapitalassociation.org](http://www.angelcapitalassociation.org)

A professional alliance of angel groups, this organization's site provides information about angel investing as well as a directory of members.

### Catalog of Federal Domestic Assistance

[www.cfda.gov](http://www.cfda.gov)

This web site is a database of all Federal assistance programs. The FAQ section specifically addresses grants for small businesses.

### The Foundation Center Directory

Subscription database available at the Hill Library

The Foundation Center Directory covers over 100,000 grantmakers and over 2.1 million grants. The Hill Library subscribes to this product and it is available to visitors at the Library; subscription is required for full access.

### Grants.gov

[www.grants.gov](http://www.grants.gov)

Grants.gov is the clearinghouse for information about government grants.

### Minnesota Council on Foundations

[www.mcf.org/mcf/grant/index.html](http://www.mcf.org/mcf/grant/index.html)

The Minnesota Council on Foundations offers guidelines and information on applying for grants.

### Small Business Administration - Financing

[www.sba.gov/financialassistance](http://www.sba.gov/financialassistance)

The Small Business Administration (SBA) is a comprehensive source of information for small business financing. Topics on their web site include Financing Basics, Grant Resources, and Small Business Lenders.

James J. Hill  
Reference Library

80 West Fourth Street  
St. Paul, MN 55102

PH: 651.265.5500  
FREE: 800.877.4455  
FAX: 651.265.5520

EMAIL: [info@jjhill.org](mailto:info@jjhill.org)

[www.jjhill.org](http://www.jjhill.org)

## **Writing a Successful Grant Proposal**

[www.mcf.org/mcf/grant/writing.htm](http://www.mcf.org/mcf/grant/writing.htm)

Provides a detailed outline of the type of information that should be included in a grant proposal, such as organizational information, impact of activities, budget, and so on.

## **Books**

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### ***Angel Financing for Entrepreneurs: Early Stage Funding for Long-Term Success***

Small Business Resources HG4963.P74 2007

Written by an experienced angel investor, this book helps entrepreneurs understand angel investing and provides detailed explanations of what determines how private equity investors spend their money.

### ***Galante's Complete Venture Capital and Private Equity Directory***

Reference HG4027.7.V3 2009

*Galante's* contains an overview of the venture capital industry, with analysis and rankings of venture capital firms, investors, buy-out firms, and industries that are targeted to receive the most funding.

### ***How to Get the Financing for Your New Small Business: Innovative Solutions from the Experts Who Do It Every Day***

Small Business Resources HG4027.7.F85 2006

Many different financing options are discussed in this book, from traditional financing through a bank to several more creative methods of raising money to start your small business.

### ***How to Write a Grant Proposal***

General HG177.N49 2003

This book outlines effective grant writing techniques. The authors provide guidance for many types of organizations, including for-profit businesses.

### ***Investors in Your Backyard: How to Raise Business Capital from the People You Know***

Small Business Resources HG4027.7.A35 2006

The author discusses one of the most common sources of funding for entrepreneurs: friends, family, and private investors. The book provides documents and calculators for creating solid financial agreements, as well as how to develop and pitch your ideas.

### ***Pratt's Guide to Private Equity & Venture Capital Sources***

Reference HG4027.7.P73 2008

*Pratt's* features articles on how to obtain venture capital, the characteristics of an entrepreneur, preparing a business plan, legal considerations, strategic partnerships, working with a venture capitalist, and more. The majority of this publication is a detailed directory of private equity firms, with over 4,400 listings.

### ***SBA Loans: A Step-by-Step Guide***

Small Business Resources HG.4027.7.O43 2002

This book outlines how to prepare a successful loan request, developing and composing your business plan, taking advantage of new loan programs, and more.

**Questions? Consult with a Business Information Specialist**

877-700-HILL / 651-265-5500 / [www.jjhill.org](http://www.jjhill.org) / [info@jjhill.org](mailto:info@jjhill.org)