

Office of Corporate and Foundation Relations

VANDERBILT  UNIVERSITY

Corporate and Foundation Relations Mission



Mission

The Office of Corporate and Foundation Relations (CFR) exists to secure philanthropic corporate and foundation support for Vanderbilt University colleges and units by fostering internal and external relationships that have philanthropic impact on research, teaching and service.

What We Do



- Responsible for University-wide relationships with corporate and private foundation funders
 - Create new relationships and steward existing partnerships
- Meet with leadership and faculty members potential funders and solicitations
- Convene multidisciplinary groups from across campus to create unique projects for large funding opportunities
- Strategic proposal development:
 - Technical editing, feedback and formatting/packaging
 - Communication with funder regarding proposal / questions
 - Connection to previously funded PIs at Vanderbilt for insights
- Facilitate endorsement letters from senior campus leaders – drafting, editing and coordinating signatures
- Develop stewardship strategies for funded projects
- Coordinate Limited Submission Opportunities (LSO)

Who to Partner with on Campus



- Office of the Vice Provost for Research (LSO Process)
- Office of Research
- Sponsored Programs Administration
- Unit-based Grant Management Teams
- Center for Technology Transfer and Commercialization
- Development and Alumni Relations

Private Funding: Why is it important?



- Uncertainty of NIH / Federal funding levels
- Private foundations often fund research that is interdisciplinary, cutting-edge, and/or not yet funded by federal sources
- Less restrictive guidelines; provides for greater creativity
- Funding available for all phases of career and research
- Bridge funding
- Relationships with private funders can support your work in the long term

Corporate & Foundation Fundraising at VU



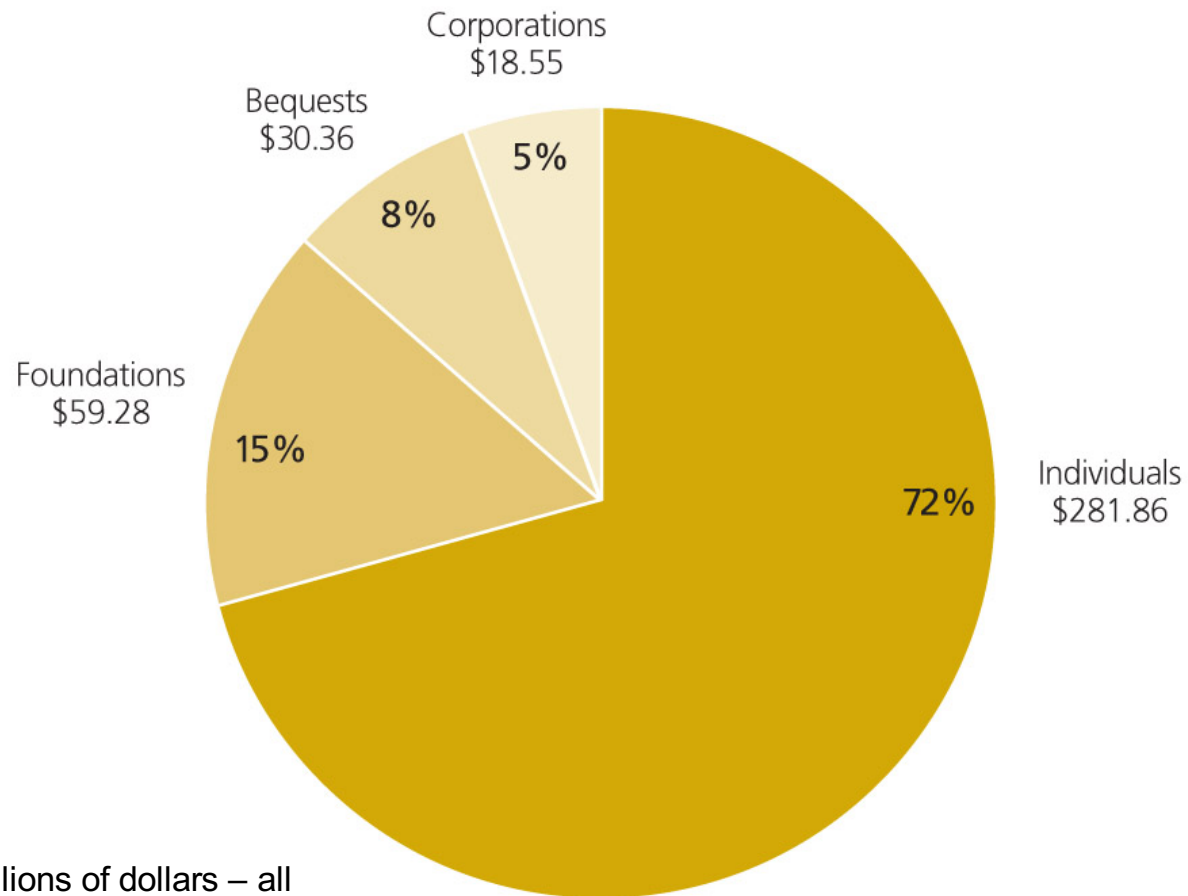
Private Fundraising at
Vanderbilt FY 2017



■ Foundations
\$46,686,002

■ Corporations
\$8,554,721

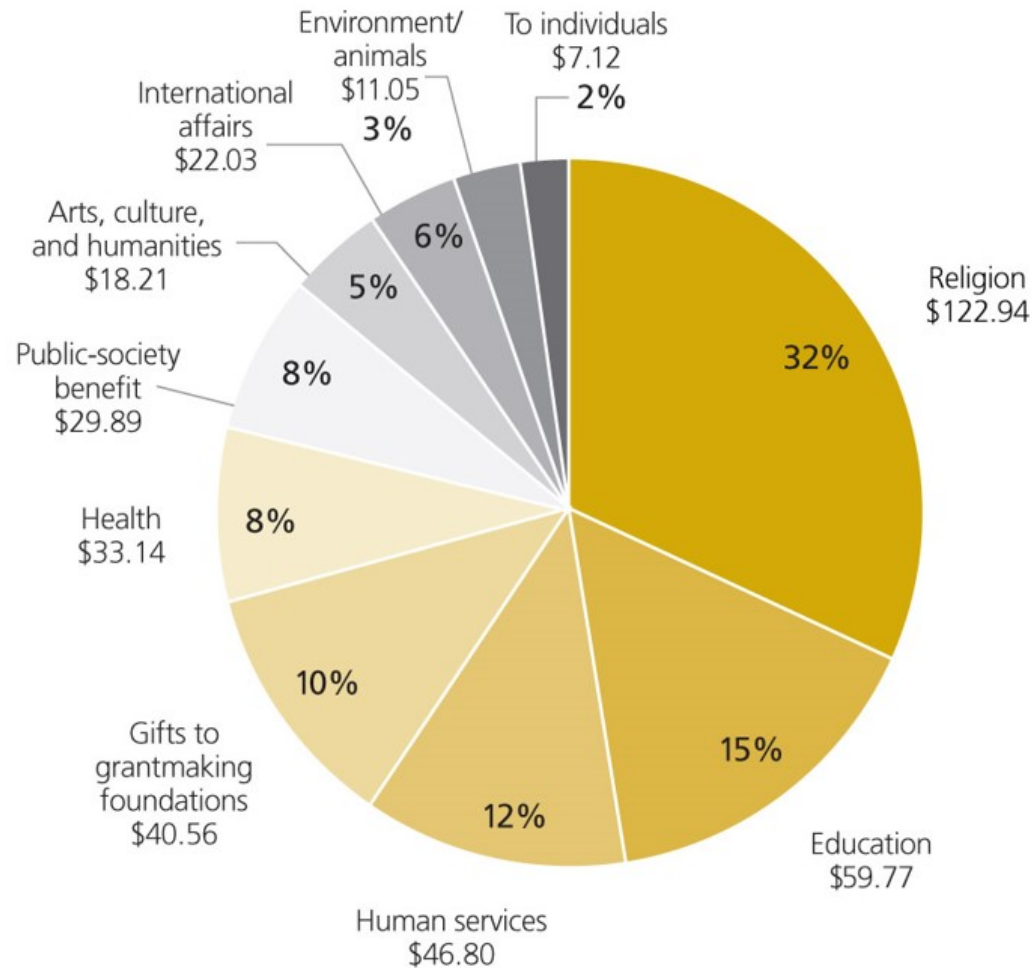
2016 Philanthropy, \$390.05 billion



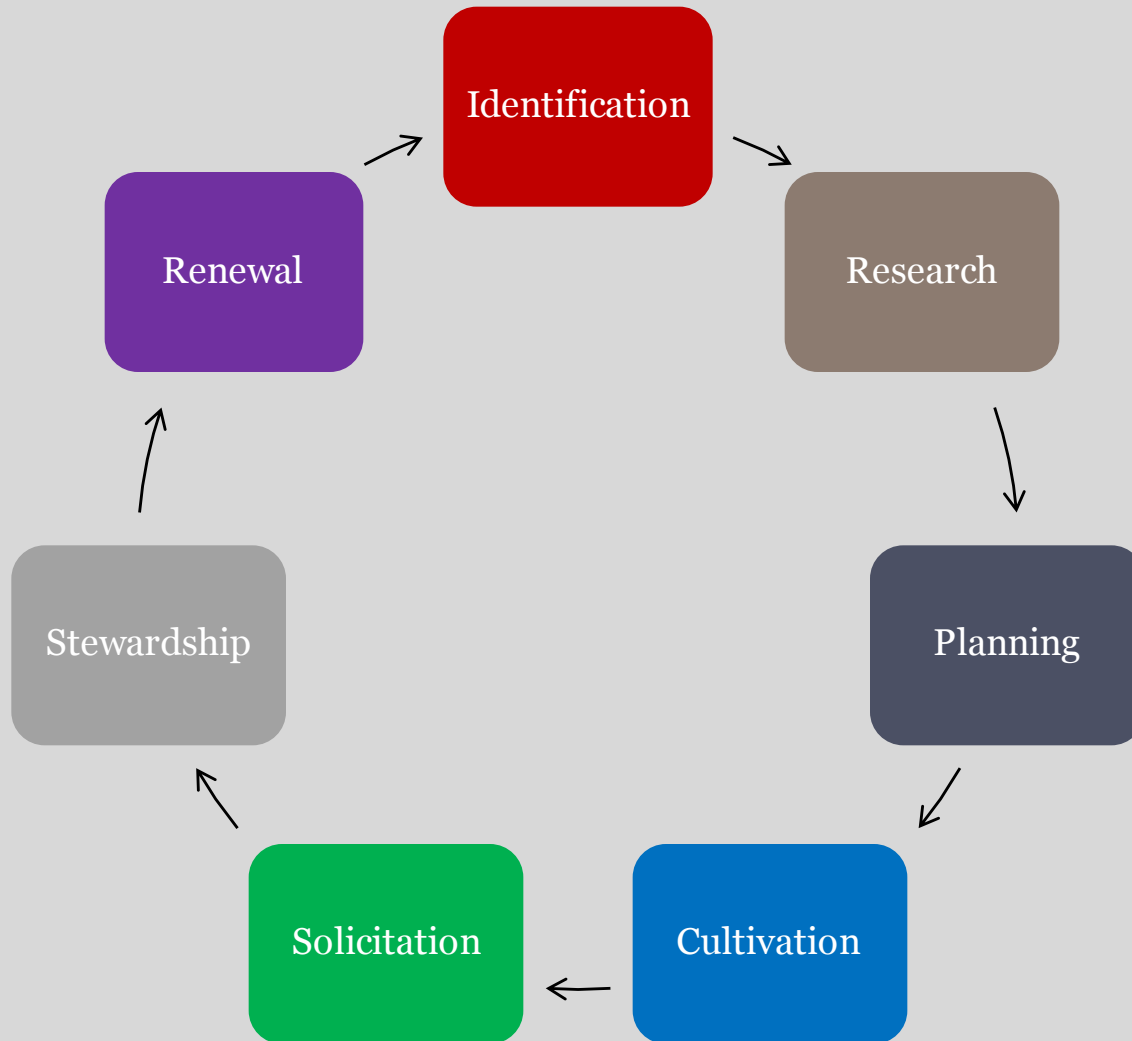
*in billions of dollars – all figures are rounded

Source: Giving USA 2017

2016 Philanthropy, \$390.05 billion



Solicitation Cycle



Funder Example: Helen Hay Whitney Foundation



- Supports early postdoctoral research training in all basic biomedical sciences
- 3 year, \$175,000 award
- **Eligibility:** candidates in the final stages of obtaining a PhD or MD and seeking a postdoctoral position in basic biomedical research. Current postdocs with no more than one year of postdoc experience at the time of the deadline, are also eligible.
 - Only one application per mentor/lab per year will be reviewed
- Deadline July 2nd, 2018
- Less than 5% of applicants receive this award

Funder Example: Helen Hay Whitney Foundation



- Application requirements:
 - 4 reference letters
 - 1 letter from your prospective supervisor
 - Summary of prior research
 - Bibliography
 - Autobiographical sketch
 - Research Proposal (5 pages)
 - Statement of General and Specific Professional Interests (1 page)

Best Practices



- Read guidelines carefully, understand eligibility and if you are a match
 - What is the likelihood of funding and is it worth your time and energy?
 - What does the application entail? What items will take extra time and involve others?
 - Create a calendar to plan out application
- Connect with your grants manager, SPA Officer, and CFR team
- Contact previous awardees at your institution for them to mentor you through the process
- Figure out whether the review committee is all from the scientific community or includes individuals from the lay community
- Create a calendar of grant opportunities you will likely target in the next 6 months to a year
 - Sign up for emails from Foundations you are interested in, set up automated searches for funding opportunities

Best Practices



- Types of funding to look for:
 - Early Career Awards
 - Pilot Project Awards
 - Translational Research Awards
 - Large Team Science Awards
- Networking:
 - Build multidisciplinary collaborators both at your home institution and nationally / internationally
 - Foundation and corporate contacts, especially through conferences

Hallmarks of an Outstanding Application



- Strong significance to an important problem
- Impact is high; high degree of novelty and innovation; clear rationale
- Strong track record by a well-qualified applicant
- Multidisciplinary and diverse team
- Relevant and supportive preliminary data
- Sustainable, scalable
- Well thought out dissemination plan
- Potential to impact policy or practice
- Clear and focused approach; unambiguous results
- Leverages other support
- Careful attention to details/directions:
 - Fonts, clarity of data, spelling, etc.



InfoEd SPIN

Database Demonstration

Contact Information



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