Funding from foundations: a primer

Maureen Martin, Executive Director, Foundation Relations
Office of University Development
Foundation Basics

• Foundations are private charities established to make grants that meet a mission created in its chartering.

• There are 98,632 private foundations in the US.

• The top 25 (.03%) foundations gave fully a quarter of all funding nationally.

• Annual Grants made by the Largest Foundations
  • Bill and Melinda Gates Foundation $3.5 Billion
  • Ford Foundation $427 Million
  • Robert Wood Johnson Foundation $359 Million
  • W.K. Kellogg Foundation $291 Million
Types of Foundations

Legal Distinctions
- Community
- Private
- Operating

Useful Distinctions
- Family
- Professional
- Corporate

Major Gift Officers
Business Engagement Center
Context

$1 Billion

$60 Million

< 3%

U-M Total External Research Funding

U-M Foundation Funding (sponsored and non-sponsored)

Foundation Share of Research Expenditures
## Foundation funding at UM

<table>
<thead>
<tr>
<th>Largest donors 2015</th>
<th>Lifetime</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>Giving Total FY11-FY15</th>
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<tbody>
<tr>
<td>Anonymous Foundation</td>
<td>$12,744,842</td>
<td>$1,282,859</td>
<td>$308,300</td>
<td>$4,062,360</td>
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<td>Avenir Foundation Inc.</td>
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<tr>
<td>John Templeton Foundation</td>
<td>$9,254,607</td>
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<td>Alfred P. Sloan Foundation</td>
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<td>Robert Wood Johnson Foundation</td>
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<td>Glenn Foundation for Medical Research</td>
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<td>$5,000</td>
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<td>Herrick Foundation</td>
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<td>The Andrew W. Mellon Foundation</td>
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<tr>
<td>Howard Hughes Medical Institute</td>
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<td>$80,000</td>
<td>$60,376</td>
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## Foundation funding at LSA

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<tr>
<th>Foundation</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>Sum:</th>
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<tr>
<td>The Andrew W. Mellon Foundation</td>
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<td>The Korea Foundation</td>
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<tr>
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<td>John Templeton Foundation</td>
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<td>Howard Hughes Medical Institute</td>
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<td>$500,000</td>
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<td>David and Lucile Packard Foundation</td>
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<td>The Burroughs Wellcome Fund</td>
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<td>$160,000</td>
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<td>$380,000</td>
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</table>
What do foundations provide?

Faculty recognition: Fund innovative, high risk-high reward research

Faculty start up: Support projects of young investigators, particularly in the natural sciences (prep for RO1s)

Add diversity to faculty funding portfolios to help weather downturns

Build prestige through awards like those of the Packard Foundation or Searle

Expand professional networks by engaging with program officers who are fellow field experts and often former academics
Where do foundations focus

**Innovative and New** – They want proof-of-concept projects and new solutions to challenging problems. They can afford to be bold. Social R&D.

**Finite Terms** – Foundations want an exit strategy. Think 1-2 years, “pilots,” seed money, concept funding, and your long term sustainability plan.

**Equity and Justice** – Foundations often focus on support and empowerment for the most vulnerable members of society. They might use higher education to get to these goals.

**Incremental costs** – They are focused on this specific problem, not UM’s long-term or “full cost.” The University is *rarely* their actual object for support.
What does this mean for you?

- Fund projects outside of federal interests and priorities
- Secure funding for proof of concept or for community implementation
- Expand professional networks and impact
- Add diversity to a portfolio
- Gain prestige from some foundation competitions
Current foundation funders

• Character Lab [research opportunities]
• Leakey [research grants]
• Guggenheim [awards]

• Huntington’s and Parkinson’s [resources]

• Templeton Foundation [programs]

• TKF (through U Chicago, though)
Major Prospects for Psych - Neuro

- McKnight Foundation [Neuroscience Program](#)
- Dana Foundation – [Research on the brain](#)
Prospects for Psych – specific populations

• Arcus Foundation – LGBTQ social justice

• Ford Foundation – Justice and human rights

• MacArthur Foundation – criminal justice and juvenile justice

• W T Grant and Spencer Foundations for youth and education

• Robert Wood Johnson for youth, health, chronic
Gift vs. Sponsored Project

- **Gifts**
  - Award is from an individual or personal foundation
  - Often unrestricted but doesn’t have to be
  - No direct allocation of salary
  - No formal fiscal accountability beyond progress reports

- **Sponsored Project**
  - Formal statement of work with a line-item budget and project schedule
  - Budget may include start/stop dates, salaries and regular financial reporting or audit requirements
  - Discussion of IP or deliverables
  - Nearly all faculty-driven proposals require a PAF and go through ORSP

- The foundation’s “grant” terminology doesn’t matter
“Foundation Relations” Role

• Identify potential funders for faculty projects

• Make introductions to foundation program officers

• Edit and review proposals

• Share strategy and advice on approaching major funders

• Answer questions on foundations and their requirements

• Disseminate funding opportunities
Resources


  • Early Career opportunities [page](#)

• [Sponsored Awards on the Web (SAW)](http://Sponsored.Awards.on.the.Web.SAW) – Find Michigan faculty and projects funded by particular foundations

• [Grants and Funding, University of Michigan Libraries](http://Grants.and.Funding,University.of.Michigan.Libraries) – Internal and external resources for grant searches
Questions?

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  • 734-647-6074