

Navigating the Foundation Funding Landscape



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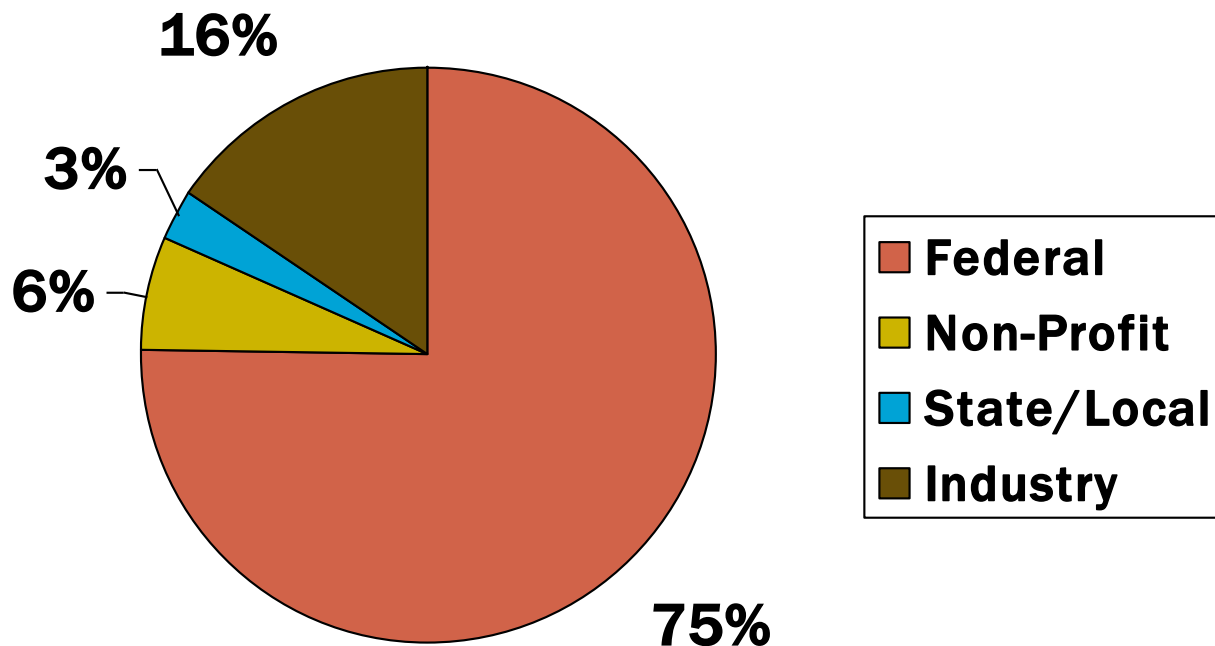
Neilson Society
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SPEED BUMP



...Ever feel like
obtaining
funding for your
research is more
work than
actually doing
the research??

Funding at VUMC



Foundation support accounted for about 6% of total funding coming in to VUMC in 2012

Foundation Awards: Things to Consider



- Often focused on advancing research into a particular disease
- Very interested in supporting **young investigators**
- Looking for ***Impact*** and ***Return on Investment***
- Opportunity to forge a **long-term relationship**
- Many foundation awards carry prestige and can enhance recognition in your field

Our Teams Can Assist In Your Search for Private, Non-Federal Funding Opportunities



Foundation Relations

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Our Teams Can Assist In Your Search for Private, Non-Federal Funding Opportunities



Corporate Relations

www.vanderbilt.edu/corporate-relations



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Assoc. Director
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What Do We Do?



- Serve as a matchmaker between Vanderbilt and foundations and corporations that may provide support
- Work closely with faculty and leadership to identify funding opportunities that fit well with faculty interests
- Facilitate grant submission (Proposal Dev, Inst Processes)
- Facilitate Limited Submission Opportunities (LSOs)
- Enhance Ability to Compete successfully for funding
- Build strong collaborative partnerships with foundations and corporations
- Work with leadership to develop an institutional strategy that will result in greater philanthropy for Vanderbilt
- Coordinate Stewardship efforts on behalf of Researchers

Different Types of Foundations



Independent Foundations



- **Gates Fdn**
- **A.P. Sloan Fdn**
- **Ellison Med Fdn**

Public Charities



- **Amer Heart Assn**
- **Susan G. Komen**
- **Alzheimer's Assn**

Corporate Foundations



- **Genentech Fdn**
- **Pfizer Fund**

****Can vary greatly in size and scope ****

Why do Foundations Offer Grants for Medical Research?



Advance research into a particular disease

Grow the number of researchers in the field

Enhance awareness of a specific medical issue

Promote collaboration among Nat'l and Int'l researchers

What Types of Grants Are Offered by Foundations?



- **Research : tenure/non- tenure track, (all levels)**
- **Institutional**
- **Training: post-doc/fellowships/graduate student**
- **Mentored/Career Development (junior faculty)**
- **Distinguished Faculty (senior faculty)**
- **Drug/Therapy Discovery**
- **Clinical Trials**

Organization of Foundations



- **Board of Trust /Directors**
- **Senior Management: CEO/President**
- **Scientific/Medical Advisory Committee or Board (SAC/SAB)**
- **Staff- may include a Scientific Director**

Advantages and Disadvantages of Foundation Awards

Advantages

- Preliminary data may not be required
- Applications often shorter/less complicated
- Flexibility to do something entirely new
- Fund innovative, high-risk/high-reward projects/out-of-the-box

Disadvantages

- Dollar amounts may be smaller than Gov't awards
- Duration may be shorter
- Fewer indirect costs associated with award
- Deadlines are unpredictable and grants can change year to year

How Can Foundation Relations Help You?



- **Identify opportunities that match your work**
- **We may already have a relationship with foundation or can make contact on your behalf**
- **Can identify others at VU who have applied/rec'd funding**
- **Identify faculty who serve/served on SAB or other role in foundation**

How Can Foundation Relations Help You?



Cont...

- **May have additional info about mission or goals of foundation, or changes in direction, not available on website**
- **Can review proposal and give you feedback**
- **Can help you navigate institutional processes (LSO's, institutional support letters, 501(c)3 designation)**
- **Engage in stewarding foundation on your behalf**



Tips for Proposals to Foundations

*Play by
the rules*

- Read directions carefully
- Verify Eligibility
- Watch for LOI's
- Submission: hard copy or online, both? Postmarked by or in office?
- More isn't necessarily better- follow space/font limits and be concise and clear
- Keep an eye on the website- can change often, incl. deadline!



Tips for Proposals to Foundations

Do your Research

- Know the mission of the foundation
- Research your reviewer audience
- Contact the foundation ahead of time to discuss your proposal
- Cultivate a relationship with someone who is neither a former mentor nor at your institute who can attest to your brilliance



Tips for Proposals to Foundations

*Sell your
idea*

- Explain how funding will impact the area in which you are working
- Point out why foundation support is ideal for this proposal
- Demonstrate your ability to carry out the project
- If applying for a Career Dev award, Highlight how this award will impact your career-



Tips for Proposals to Foundations:

**Write it
well**

- Set up Significance/Aims page like an ROI
- Don't ask the reader to "figure it out" - make your rationale clear
- Shorter sentences aren't always better
- Use jargon appropriately
- Every sentence should contain "old" info in it to help lead the reader to the next idea.



Tips for Proposals to Foundations:

*Stand out
among
others*

- Submit your progress report on time
- Remember to cite their support in your manuscripts and posters
- Write a thank you letter
- Offer to help the foundation if asked- study section, review board, speak at a conference for patients etc...
- Update them on your progress after the award

Where Can I find Funding Opportunities?



- **ResearchProfessional: www.researchprofessional.com**
 - ❖ Institutional subscription
 - ❖ Funding for all disciplines
 - ❖ Federal, corporate and foundation funding
 - ❖ National and international opportunities
 - ❖ Customized “push”
- **FIND grants: www.mc.vanderbilt.edu/findgrants**
 - ❖ In-house built and maintained
 - ❖ Tailored to biomedical research at VUMC
 - ❖ No federal opportunities
 - ❖ Minimum award: \$35K
 - ❖ Email alerts available
- **Community of Science: www.cos.com**

And if all else fails....





Thank you!

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