SPONSORED RESEARCH AND FOUNDATION RELATIONS

WORKING TOGETHER FOR YOUR BENEFIT
INTRODUCTIONS

- **Jane Jacobi**, Team Lead, Proposal Development Center, OSP
- **Amy Merck**, Grants Coordinator II, Center for Research & Collaborative Activities (CRCA)
- **Melinda Fischer**, Grants Coordinator II, CRCA
- **Jean McKendry**, Coordinator of Grant Development & Interdisciplinary Collaborations, CRCA
- **Bobbi Curry**, HEHD and School of Education Grants Manager, CRCA
- **Devon Stein**, Director of Foundation Relations, Development Enterprise

Jane Jacobi and Sarah Jaeschke are available to help strategize the best ways to frame a research idea in response to a particular grant opportunity and to assist with proposals that advance Clemson’s institutional strengths and priorities. They are also available to proofread, edit, and strengthen individual proposals.

Devon Stein is responsible for developing and maintaining relationships with national and regional private foundations whose interests align with strategic programs and initiatives at Clemson. She helps faculty and teams of faculty and staff develop competitive proposals, assists with writing and editing, and provides coordination across the university with regard to our grantseeking efforts.
How OSP and Foundation Relations Work Together

- We work together on foundation-based limited submissions to ensure that we see the whole picture of the opportunity.
- We inform one another of opportunities Clemson can pursue.
- We interact collaboratively with faculty during the proposal writing process.
- We work closely to submit compliant and on-time proposals.
- By working together, we can also oversee: 1) getting faculty members credit for the proposals they write; 2) managing grants appropriately once awards are made; and 3) stewarding relationships as effectively and productively as possible.
- Most foundation proposals will be submitted through OSP with support from Devon.
How do faculty enter the foundation proposal lifecycle?

- Faculty may find opportunities on their own, they may be issued in SPIN, they may be posted by Foundation Relations, or they may be posted as a limited submission.
- Once you have an idea, you may also contact Devon or Clarissa Williams (clarisw@clemson.edu) to help you with your search for funding.
- Clarissa can also show you how to create a SPIN profile to receive weekly opportunity emails.
When faculty members identify a foundation-based opportunity of interest, they should contact Devon Stein.

If a proposal has compliance requirements, restrictions, or other special clauses, contact your OSP support center staff as usual. The proposal will likely be submitted through OSP.

There are some “gray areas” between foundation and OSP opportunities, so contact OSP or Devon, and we’ll work it out.

It is best to give your OSP support center staff as much notice as possible, because foundation opportunities go through different submission processes. Staff may need time to create accounts for new portals or to prepare to ship a paper proposal.

In most cases, your proposal will be submitted by your OSP support center (as is done with federal opportunities).

In general, where value can be added by Devon, you can expect work with both OSP and her.
Decision Tree for Determining Application and Administration Process for Private Foundation Proposals

Are any of the following conditions applicable?

1. Clawback/revocation provision
2. Detailed financial reporting
3. Compliance requirements
4. Publication restrictions or requirements
5. Indemnification clause
6. Intellectual property specifications
7. Regulatory requirements

NO

Award is submitted through and administered by the Office of Foundation Relations in the Development Office and tracked through Raiser's Edge gift reporting system; award is not submitted through or tracked in InfoEd

Faculty members receive fundraising credit for the gift amount on Faculty Activity System report

YES

Award is submitted through and administered by OSP through InfoEd; award is also tracked through Raiser's Edge gift reporting system because the sponsor is a philanthropic donor

Faculty members receive sponsored research credit for the gift amount on Faculty Activity System report
Private foundations in the U.S. grant more than $50 billion annually to a variety of not-for-profit organizations, including community-based organizations and colleges and universities. Although Clemson has had great success with federal funding agencies and occasionally with some big national foundations, such as the W. W. Kellogg Foundation, we believe there is untapped potential for us to work with some of the larger U.S. based foundations.

We also need to make sure that our colleagues in HEHD and the School of Education are as informed as possible about opportunities that are uniquely and regularly available to them.
National Foundations

- Private foundations are nongovernmental, nonprofit organizations whose assets are managed by a board of directors or trustees.
- Generally, they aid charitable, educational, religious, and other activities serving the public good, primarily through the making of grants to other nonprofit organizations.
- Their wealth usually comes from a family, an individual, or a corporation. Examples include the Bill & Melinda Gates Foundation, the Robert Wood Johnson Foundation, the Gordon and Betty Moore Foundation, the John D. and Catherine T. MacArthur Foundation, Carnegie Corporation of New York, and the William and Flora Hewlett Foundation.
- Most major foundations are established with a very specific agenda and an identified set of priorities.
Role of Foundation Relations in the Grant-Seeking Process

- Although private national foundations are my top focus area at Clemson, I will also help faculty and staff apply to regional and community foundations and other grant-making public charities, such as those referred to as a "public foundation." This type of foundation (a public foundation) derives its support from diverse sources, which may include foundations, individuals, and government agencies. Examples of grant-making public charities include the National Fish and Wildlife Foundation or the Ms. Foundation for Women.

- Most community foundations are also grant-making public charities.
What Foundations Fund – “The Big Idea”

- Clean energy production and adoption/use
- Policy changes related to health care and health care access
- Economic and community development; community health
- Conservation and restoration of ecosystems
- Basic science research and medical research
- Global health crises, for example, the most recent one with ebola
- Failing K-12 educational system in the U.S.
- College access and persistence
- Growing disparity between the world’s wealthiest individuals and those who are poor
- Population and reproductive health
- Gender equity

Overall, many foundations are keenly interested in policy changes; implementation; critical issues facing global populations; and issues of justice and equality. They are very powerful, in many cases, and can be “game changers.”
Foundation Prospects Clemson Faculty and Teams May Consider

- **Bill & Melinda Gates Foundation** – The Foundation’s Postsecondary Success Program is focused on “accelerating innovations that are already under way in higher education and show real promise of transforming universities and colleges with respect to their ability to support student’s success.” Special focus is placed on the “development of innovations that are unlikely to be generated by institutions working alone.” The Foundation regularly issues RFPs (requests for proposals).

- **The Kresge Foundation** – A private, national foundation that works to expand opportunities in America’s cities through investments in arts and culture, education, environment, health, and human services. Some of its programs accept applications on an ongoing basis. Others proactively invite or solicit applications. The Foundation currently accepts phase 1 applications through its “Developing healthy places” program and its “Accelerating community-centered approaches in health” program. Kresge’s “Pathways through and to College” program supports networks of colleges, research organizations, and community-based organizations that work to remove barriers to access and success. Also has a phase 1 application process.

- **David and Lucile Packard Foundation** – The Foundation’s “Children, Families, and Communities” program focuses on supporting the adults who care for children, but do not have the support they need to provide quality care and early learning opportunities. The Foundation’s “Population and Reproductive Health” program strives to “promote women’s reproductive health and rights and to stabilize population growth.”
The Doris Duke Charitable Foundation – The Foundation has several program areas including a “Child Well-being” program focused on the prevention of child maltreatment and “place-based, whole-community approaches that seek to engage a range of participants to ensure that family well-being is supported by strong communities.” Accepts letters of inquiry. The Foundation’s “African Health Initiative” isn’t accepting any form of inquiry at the moment, but may in the future.

W. K. Kellogg Foundation – The Kellogg Foundation “places the optimal development of children at the center of all it does” and also “calls for healing the profound racial gaps and inequities that exist in our communities.” The Foundation concentrates its resources on early childhood, specifically by “supporting and building upon the mindsets, methods and modes of change that hold promise to advance children’s best interests generally, and those of vulnerable children in particular.” Current programs include “Healthy Kids”; “Secure Families”; and “Educated Kids.”

Lumina Foundation - The foundation’s primary goal is to raise the proportion of the U.S. adult population who earn college degrees to 60 percent by 2025. “A redesigned postsecondary system must be flexible, affordable and relentlessly focused on quality. Put simply, it must be a student-centered system, one designed to meet the needs of students—all types of students—not just the needs or traditions of institutions. The ultimate goal is to build a learning-based system that offers broad, connected pathways to high-quality credentials for a vast and growing number of Americans—from all walks of life.” The Foundation’s E3 (education, equity, excellence) program is focused on how economic and social inequities among racial and ethnic groups in America persist and how we must introduce intentional, focused efforts to address the inequality in our society. Like many national foundations, it selects many of its partners (those it funds), but it does have a brief letter of inquiry process.
William and Flora Hewlett Foundation – The Foundation’s Education Program makes grants to “increase economic opportunity and civic engagement by educating students to succeed in a changing world through deeper learning and to equalize access to knowledge for teachers and students around the globe through ‘open educational resources.’” Its Global Development and Population Program makes grants that 1) “foster greater use of high-quality research and analysis to create sound policy in developing countries, including through investments in training and policy research capacity”; 2) “improve the quality of education and children’s learning in the developing world”; and 3) “ensure access to quality family planning and reproductive health,” both internationally and domestically. Uses Letter of Inquiry process.

Robert Wood Johnson Foundation – RWJF, the nation’s largest foundation focused exclusively on health, regularly issues RFPs, allowing faculty to pursue unique opportunities in areas, such as childhood obesity prevention, reducing health disparities, and expanding access to affordable health care. It's also interested in the topic of “seeking the highest value from investments in health care and public and population health.”

William T. Grant Foundation – Funds research to inform programs, policies, and practices to reduce inequality in youth outcomes. Its research evidence program supports studies that “increase understanding of when and how research evidence is used in policies and practices that affect the development of young people, and ways to improve the use of research.” Releases RFPs.
Approaching a Foundation

To work with a foundation, we must therefore have a keen sense of:

- Its goals and expectations
- Its procedures and guidelines
- Current projects (“pet” projects even) funded by the foundation
- How to develop the opportunity or relationship
- Coordination
A Word of Caution

- Foundations are complex organisms. Working with them often requires a lot of patience, relationship-building, perseverance, and research.

- Too often, grant seekers think they can throw a curve ball to a foundation, and that it will be caught, but most of the time, the foundation staff will let that idea fly right on by. If a foundation asks for A, we can’t give them B.

- The staff at these foundations receive thousands and thousands of inquiries. So, we need to be strategic, careful, and very thoughtful about how and what we present for consideration.
Working with Foundation Relations

- New website: http://www.clemson.edu/research/foundation-relations/
- But, I recommend just reaching out to me:
  Devon Stein, 656-2165: email dastein@clemson.edu

Also, remember to reach out to Bobbi Curry, **HEHD and School of Education Grants Manager**, with any proposal questions you might have with grants, particularly those that need to go through sponsored research.

- To start the proposal development process and work with the Center for Research & Collaborative Activities (CRCA), please go to: http://www.clemson.edu/centers-institutes/crca/ and **hit the paw print**
- For email inquiries to the CRCA, please use this address: _crca@clemson.edu
- To contact the Proposal Development Center, please email: pdc@clemson.edu