2019 SRAI Annual Meeting
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Best Practices with Foundations

Strategies for Humanities and Social Sciences
Who We Are:
Princeton University

Offices of the Dean for Research
Maureen Thompson-Siegel, Office of Research and Project Administration (ORPA)
  • Expertise: policies and procedures

Kelly Freidenfelds, Corporate Engagement and Foundation Relations Office (CEFR)
  • Expertise: relationship management
How We Are Structured

The Offices of the Dean for Research

- Corporate Engagement and Foundation Relations (CEFR)
- Research and Project Administration (ORPA)
- Technology Licensing (OTL)
- Research Integrity and Assurance (RIA)
- Lab Animal Resources (LAR)
Humanities and Social Sciences Departments

The Problem:

- Often new to grant making
- Don’t have staff dedicated to grants management
- Need help at every stage, pre- and post-award
Common Issues

• Budgets (indirect costs, consultants, etc.)
• Cost sharing
• Accepting funds: gift vs grant
• Finding funding
• Reporting
• Inexperience working with foundations
Foundations

• Mission-driven
• Want to be partners, not sponsors
  • Often engage PIs directly
  • Often want to develop the proposal along with the PI/Foundation Relations office
  • Have idiosyncratic policies
• Think in terms of relationships, not transactions
Case Study

Andrew W. Mellon Foundation

John E. Sawyer Seminars on the Comparative Study of Cultures

• By invitation only

• Limited to one project

• Foundation prefers one point of contact
Our Process

Pre-Award

• Announce (Foundation Relations)
• Select a project (Dean/FR)
• Develop proposal (FR/ORPA)
• Conceive budget (FR/ORPA)
• Confirm policy compliance (ORPA)
• Submit (FR)
Our Process

Post-Award

- Negotiate contract (ORPA)
- Spend
  - Departments need help
  - NCEs (Foundation Relations brokers)
- Report
  - Departments need help
Our Approach at Princeton

Communicate:

• Internal: open channels between PI, ORPA, Foundation Relations
• External: relationship-based approach with foundations
Our Approach at Princeton

Coordinate:

• Foundations often prefer one point of contact at the University

• Proposal development: Foundation Relations edits content; ORPA approves budget and confirms compliance with policies

• Post-award: for no-cost extensions and reporting, coordinate contact with Foundation to preserve good relationship
Our Approach at Princeton

Collaborate:

- Develop proposals and budgets together, to prevent issues later (e.g., indirect costs)
- Share information with each other about faculty projects, both federal and non-federal
- Offer training sessions for departments together
- Recognize common goal: to support faculty holistically and bring in research funding
Thanks for joining us!

Questions?

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