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T101: Funding Development: Diversifying Your Portfolio

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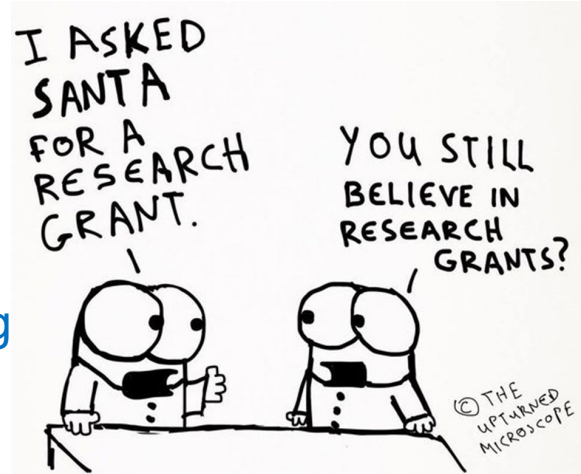
Business Manager

Allergy and Immunology

Cincinnati Children's Hospital Medical Center

Outline

- Foundation Funding
- Gifts/Philanthropy
- Internal Funding
- Industry Funding
- Lesser-Known Federal Funding



Sources of External Funding, Totaling \$304.7 Million



Federal 80%

Other 12%

Industry 7%

State 1%



Foundation Funding

Pros

- Often Patient Driven
- Good for Unique/Specialized areas like Rare Diseases
- Move quicker
- Interdisciplinary
- Preliminary Data

Cons

- Little to no F&A available
- Smaller projects
- Often do not support Principal Investigator salary
- Can have labor-intensive reporting



American Heart Association.



American Partnership for Eosinophilic Disorders



FARE
Food Allergy Research & Education



BORSTEIN
FAMILY FOUNDATION



United States - Israel
Binational Science Foundation



American Academy of
Allergy Asthma
& Immunology



Foundation Funding

- International Foundations
- Private Operating Foundations
- Family Foundations
- Independent Foundations
- Corporate Foundations



“Uniquely qualified to initiate thought and action, experiment with new and untried ventures, dissent from prevailing attitudes, and act quickly and flexibly.” --1965 Treasury

In the nonprofit sector, the term foundation has no precise meaning. The Council on Foundations defines a foundation as: ***an entity that supports charitable activities by making grants to unrelated organizations or institutions or to individuals for scientific, educational, cultural, religious, or other charitable purposes.***

The IRS classifies all 501(c)(3) organizations into two distinct types: **private foundations** and **public charities.** (cof.org)

Public Charity vs. Private Foundation

- The distinction between public charities and private foundations is a matter of federal tax law.
- Public charities, unlike private foundations, are heavily supported by the public. For this reason, public charities are more subject to public scrutiny, which can help ensure adherence to appropriate standards of conduct in the absence of the stricter rules and regulations governing private foundations.

Foundation Funding

- An entity established as a 501(c)(3) or charitable trust
- Principal purpose is to make grants to unrelated organizations, institutions, or individuals
- For scientific, educational, cultural, religious, or other charitable purposes

Foundation Funding

State & Other Funding Sources

Cystic Fibrosis Foundation	\$6.2M
Patient-Centered Outcome Research Inst	\$5.4M
Leona M & Harry B Helmsley Charitable	\$1.4M
Ohio Department of Health	\$1.3M
American Heart Association – National	\$1.3M
Dr. Ralph & Marian Falk Med Res Trust Aw	\$1.1M
American Board of Pediatrics Foundation	\$1.1M
Ohio Development Services Agency	\$1M
Food Allergy Fund	\$1M
Burroughs Wellcome Foundation	\$868,700
Nationwide Children's Hospital	\$724,921
The Leukemia and Lymphoma Society	\$669,548
Simons Foundation	\$650,696
State and Other Funding	\$37.3M
TOTAL \$59,949,193	



Foundation Funding—How to find it



- Collects, organizes, and communicates information on US philanthropy.
- Provides education and training on the grant seeking process.
- ***Subscription based*** – however, a “Top Funders” list is accessible on the website.
- **According to the Foundation Center, only 10% of foundations have a website!**

Foundation Funding—How to find it, cont'd

Some Paid Subscription Sites:

Pivot

<http://pivot.cos.com>

Grant Forward

<http://www.grantforward.com>

SciVal Funding

<http://www.info.scival.com/>

Foundation Directory Online

<http://fconline.foundationcenter.org/>

Foundation Funding—How to find it, cont'd

- Work with your Development Office
- Search Diseases or Organ Systems affected
- Check “acknowledgements” sections of published papers/articles



Foundation Funding—When you do receive it

- Communicate
- Engage with them
- Ask for advice
- Recognition
- Acknowledge
- Ask for time



Foundation Funding—More examples

- [Spencer Foundation](#): The Foundation's research grants are organized under four areas of inquiry that identify broad topics that we believe have fundamental and abiding importance for educational improvement.
- [W.M. Keck Foundation](#): Focused on Science and Engineering Research, Medical Research, Undergraduate Education, and Southern California.
- [Alfred P. Sloan Foundation](#): A philanthropic, not-for-profit institution based in New York City making grants in support of original research and education in science, technology, engineering, mathematics, and economic performance.
- [American Council of Learned Societies \(ACLS\)](#): Research Fellowships, New Faculty Fellowships, Dissertation Fellowships, Postdoctoral Fellowships and more in humanities and related social sciences.

Gifts/Philanthropy

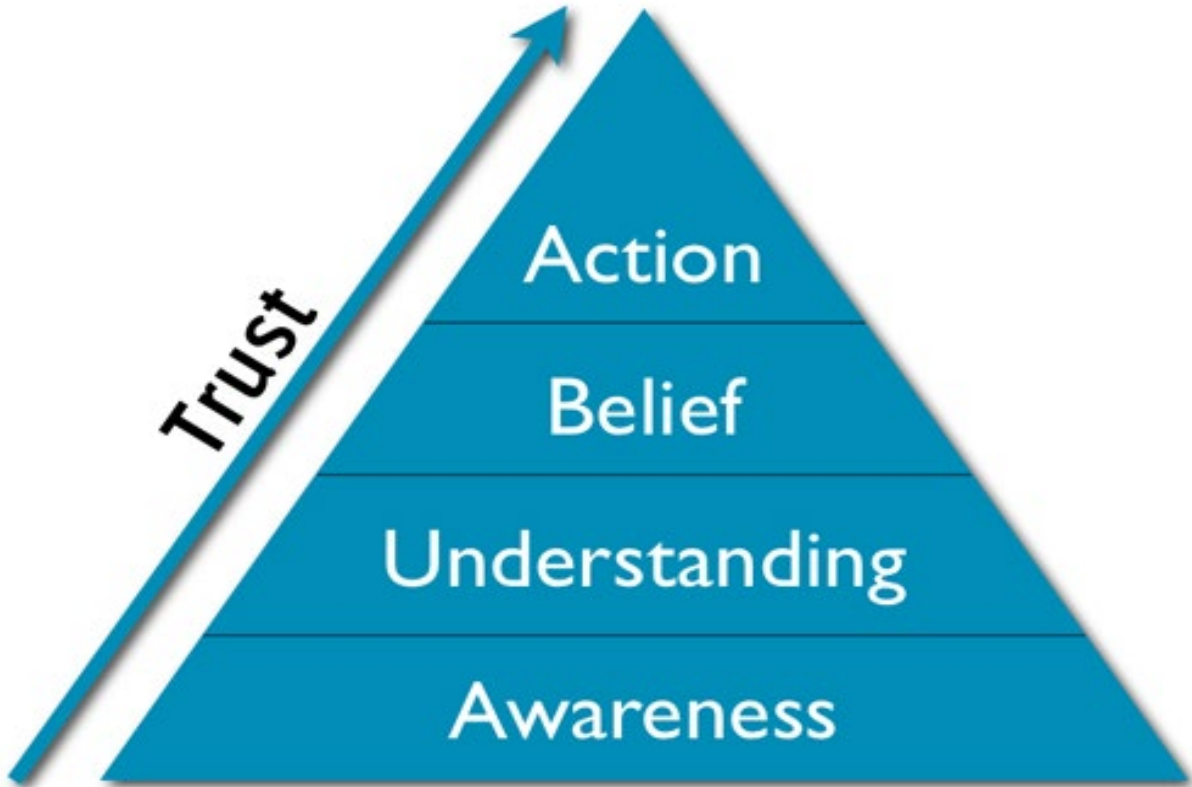
Pros

- **Few and Reasonable Restrictions**
- **Few if any reporting obligations**
- **Can help to smooth funding cycles' peaks and valleys**
- **Can be used to generate preliminary results for larger grants**

Cons

- **No F&A**
- **Can be an extra time commitment**
- **Some funders refer to their gifts as grants**

Gifts/Philanthropy



\$557.16 billion

In 2023, Americans gave \$557.16 billion to charity, growing 1.9% over 2022.

67% \$374.40 billion

Giving by Individuals

↑ grew by 1.6% from 2022

19% \$103.53 billion

Giving by Foundations

↑ increased 1.7% over 2022

8% \$42.68 billion

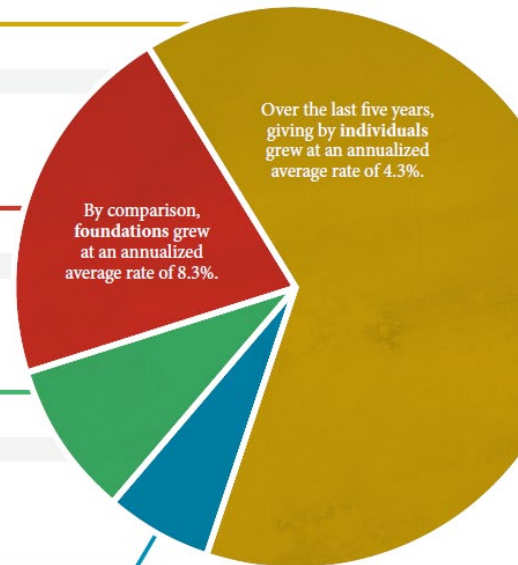
Giving by Bequest

↑ increased 4.8% over 2022

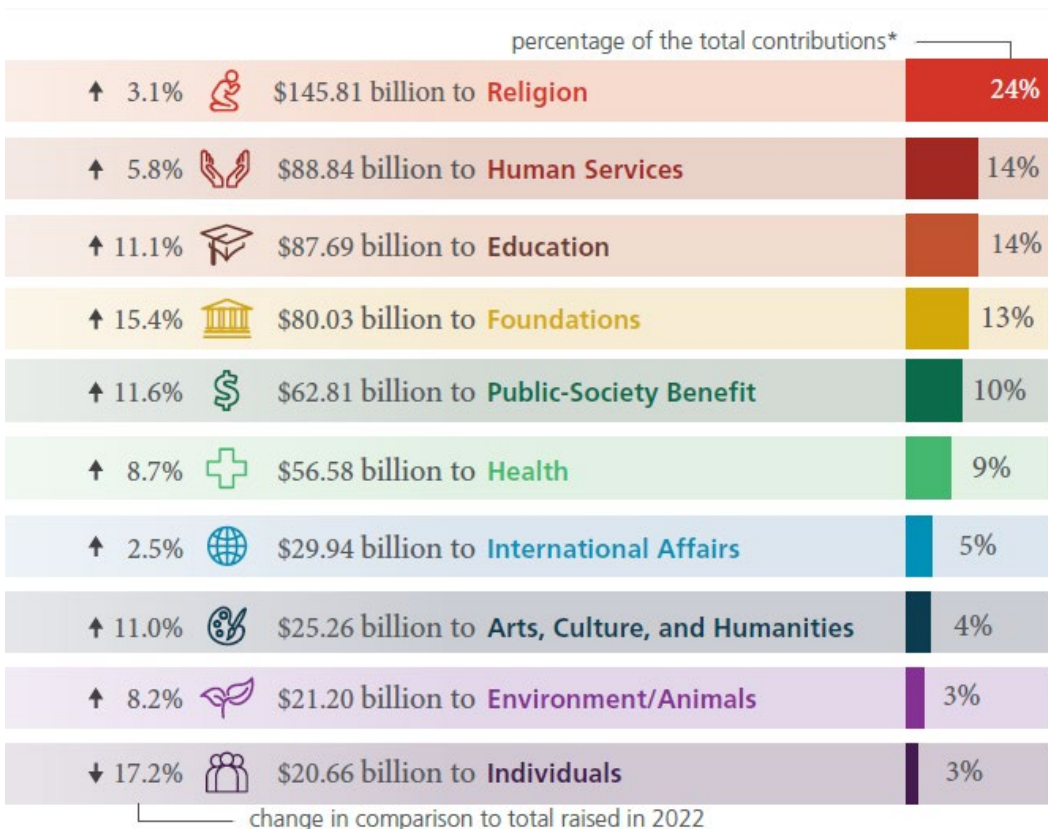
7% \$36.55 billion

Giving by Corporations

↑ increased 3.0% over 2022



Gifts/Philanthropy



Gifts/Philanthropy

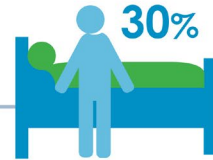
At all stages of the research process



of charities fund research to understand the cause of disease



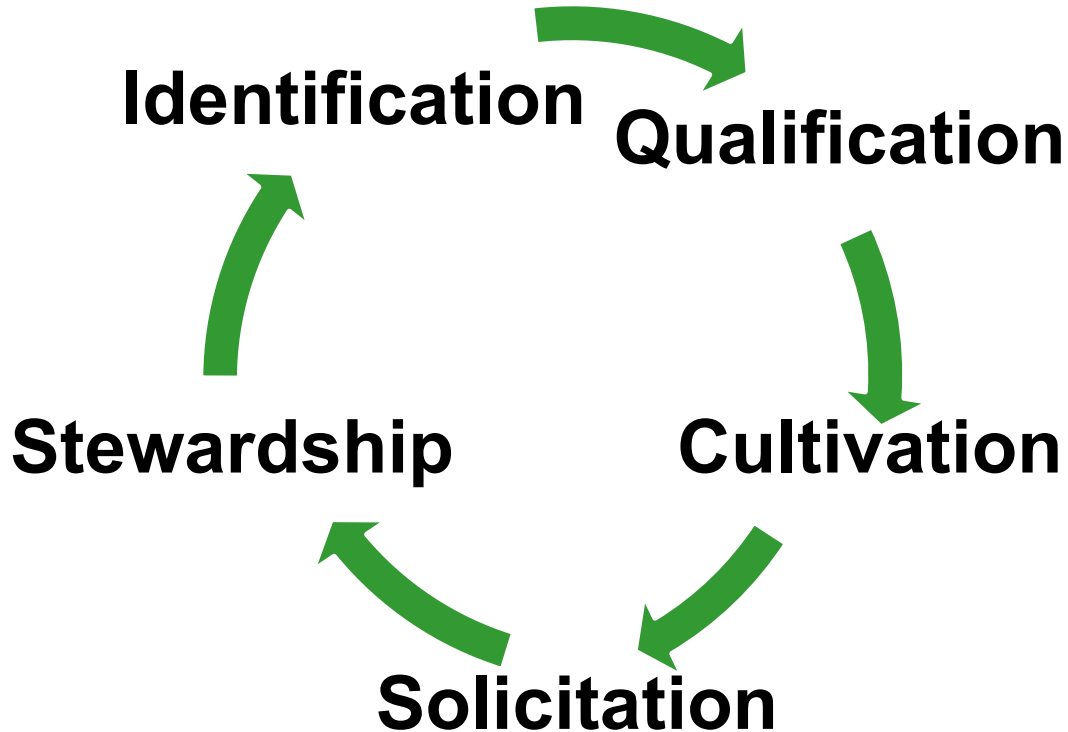
of charities fund research into disease prevention and the development of new diagnostics and treatments



of charities fund research to advance disease management and health services

Source: amrc.org.uk

Philanthropy Cycle



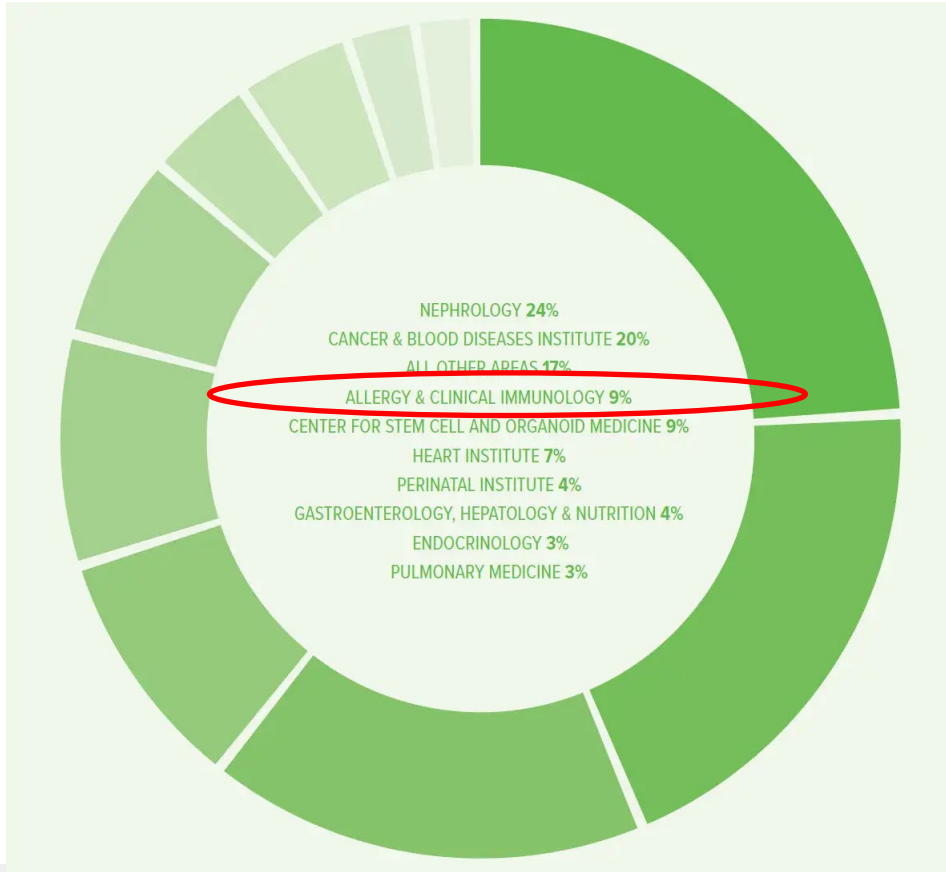
Gifts/Philanthropy

- Have competent leadership
- Have clear objectives and plans
- Have a track record of accomplishment
- Manage their resources well
- Have touched their lives

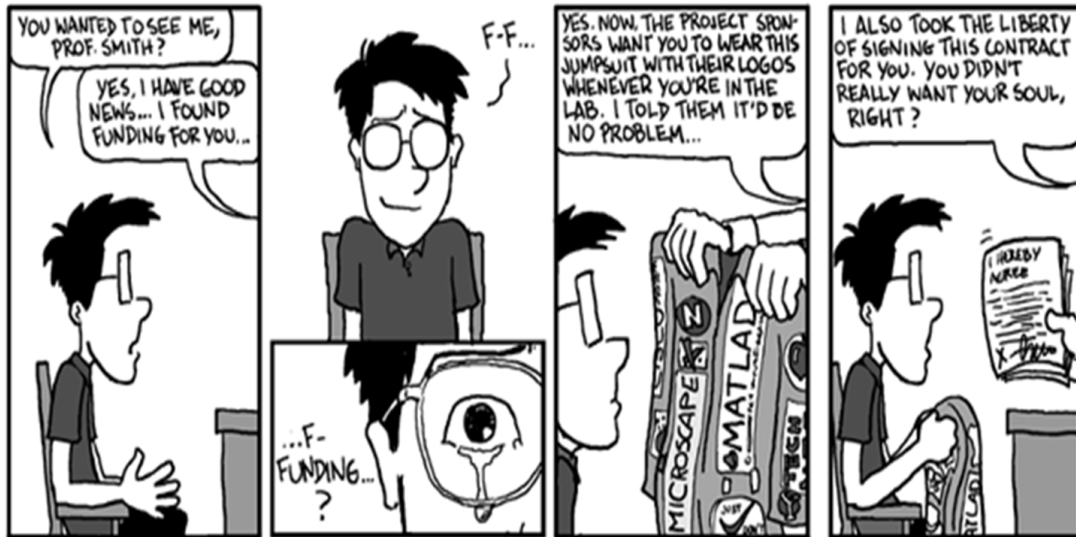
In short...

People give to winners; not whiners.

Gifts/Philanthropy



Gifts/Philanthropy



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Gifts/Philanthropy

- Develop relationships with those who give
- Reminders of why we do what we do
- Patient letters and success stories/data
- Year-end letters
- Educational tours
- Conference/seminars
- Develop menu of giving opportunities
- Stockpile stories and letters
- Learn who is supporting similar research
 - Annual reports
 - 990s



Internal Funding

Pros

- Quicker cycle
- Less “Red Tape”
- Bridge Funding

Cons

- Sometimes no support for Principal Investigator Salary
- Lower amounts of money



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Internal Funding

Collaborations between Institutions:

- Cincinnati Children's with its adult counterpart the University of Cincinnati

Opportunities from Federal Funding:

- P30 subsidies & Pilots
- T32 scholar opportunities
- RIP and GAP funding
- K opportunities
- U grant project leads

Expand All
> Behavioral and Mental Health (BAM) Award
> Arnold W. Strauss Fellow Award
> ARC Award
> CuSTOM Innovation Award
> Procter and Child Health Research Career Development (K12) Awards
> Place Outcomes Research Award
> CCRF Endowed Scholars Program
> Cincinnati Children's Innovation Fund
> Center for Clinical and Translational Science and Training (CCTST)
> Digestive Health Center Pilot and Feasibility Program
> Trustee Grant Award
> GAP Funding Program
> Research Innovation/Pilot Funding Program (RIP)
> Diversity and Health Disparities Research Award
> Carolyn Stoll Nursing Research Fund
> Cincinnati Children's Patient Services Research Grant (CCPSRG)
> Office of Academic Affairs and Career Development Funding Opportunities

Industry Funding–Research Contracts

Pros

- **Can be very lucrative**
- **Indirects**

Cons

- Often a heavy contractual lift
- More reporting
- More Publication restrictions
- More Intellectual Property (IP) Obligations
- Not as flexible, specific deliverables and milestones
- Sometimes they are higher risk

Industry Funding–Research Contracts

Some things to focus on:

- Scope of work (SOW)
- Budget
- Intellectual property (IP)
- Milestones
- Manage risks



Industry Funding- Consultancy

- Individual hired to give professional advice or services
- Fee based on # hours or days
- Issued to Institution vs. Individual
 - Conflict of Interest (COI) implications
 - Legal review and protection
 - Billing
 - Salary Implications
- Narrow focus



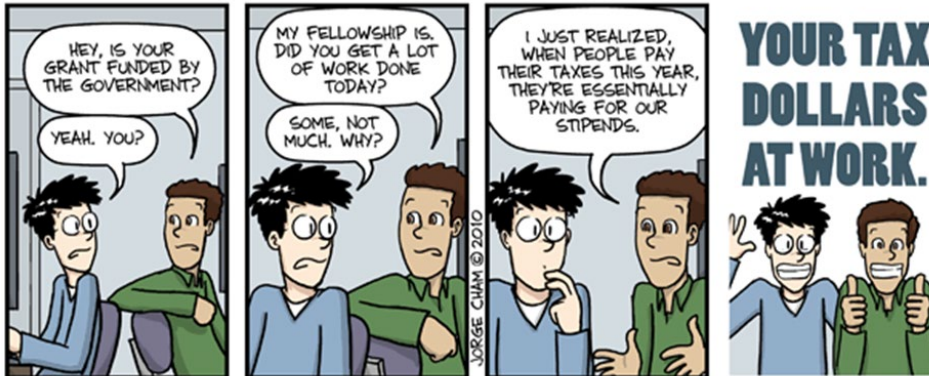
Lesser-Known Federal Funding

Pros

- May have less competition

Cons

- Still must follow federal regulations
- Long application cycles



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Sources of Federal Funding

National Institutes of Health	\$217M
Health Resources & Services Admin	\$6.2M
Ctr for Disease Control and Prevention	\$4.4M
Department of Defense	\$3.9M
Agency for Healthcare Research and Quality	\$2.9M
Food and Drug Administration	\$2.6M
Department of Health and Human Services	\$2M
Administration for Community Living	\$1.7M
Department of Defense Army	\$1.4M
Substance Abuse & Mental Hlth Svc Admin	\$843,383
US Department of Education	\$637,246
National Science Foundation	\$352,241
US Department of Agriculture	\$326,712
Administration for Children and Families	\$278,200
US Army	\$141,349
Cincinnati Veterans Administration	\$82,736
Department of Veteran Affairs	\$77,898
Maternal & Child Health Bureau	\$74,500
Department of Justice	\$49,300
TOTAL	\$244,783,522



Lesser-Known Federal Funding

NIH:

- R13: Support for Conferences & Scientific Meetings
- R41/R42: STTR Small business technology transfer and non-profits
- R43/R44: SBIR Small business innovation and non-profits
- U54: Specialized Center Cooperative Agreements—Rare Disease Consortium



Other:

- Department of Defense, DoD
- National Science Foundation, NSF
- Centers for Disease Control, CDC
- Veterans Affairs, VA
- U.S. Food and Drug Administration—Drug Repurposing R01



Contact Information

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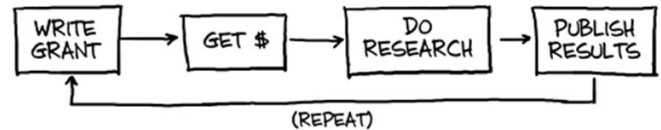


Special Thanks to:
Kevin Titus, MBA



THE GRANT CYCLE

HOW IT'S SUPPOSED TO WORK:



HOW IT REALLY WORKS:



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Useful Links

[National Endowment for the Humanities \(NEH\)](#)

[National Endowment for the Arts \(NEA\)](#)

[Institute for Museum and Library Services \(IMLS\)](#)

[Guggenheim Memorial Foundation](#)

[American Council of Learned Societies \(ACLS\)](#)

[Ford Foundation](#)

[Fulbright Programs](#)

[National Humanities Center](#)

[American Association of University Women](#)

[Spencer Foundation](#)

[Andrew W. Mellon Foundation](#)

[Graham Foundation](#)

[Ford Foundation](#)

[Fulbright Programs](#)

[Carnegie Foundation](#)

[American Association of University Women](#)

[Spencer Foundation](#)

[Social Science Research Council](#)

Useful Links

[Grants.gov](https://www.grants.gov)

[Foundation Center](#)

[UCLA Humanities Funding Opportunities](#)

[Duke University Funding Opportunities](#)

[William and Mary Humanities Funding Sources A-to-Z](#)

[Portable Fellowships and Grants for Humanities Faculty](#) (UC-Boulder)

[Residential Fellowships and Grants for Humanities Faculty](#) (UC-Boulder)

[Hall Center for the Humanities, University of Kansas](#)

[Arts & Humanities Funding](#), Vassar College

[Humanities Opportunities by Funding Program](#), Swarthmore

MLA Fellowships and Grants (login ID required)

[Finding Grants and Fellowships in the Humanities](#), Johns Hopkins University

[Funding for Humanities & Arts Research](#), Michigan State University

[Funding Opportunities in the Humanities and Humanistic Social Sciences](#), Lewis & Clark

[Humanities & Social Sciences](#), Barnard

<https://www.fic.nih.gov/Grants/Search/Pages/search-grants.aspx>? NIH International Funding

<https://erc.europa.eu/homepage> European Research Council

<https://www.aasciences.africa/> African Academy of Sciences