

FOUNDATION RELATIONS

Division of Institutional Advancement

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Foundation Relations Overview

- **Who we are**
- **What we do**
- **How it works**
- **A successful partnership**
- **Q&A**
- **Tools and Tips**



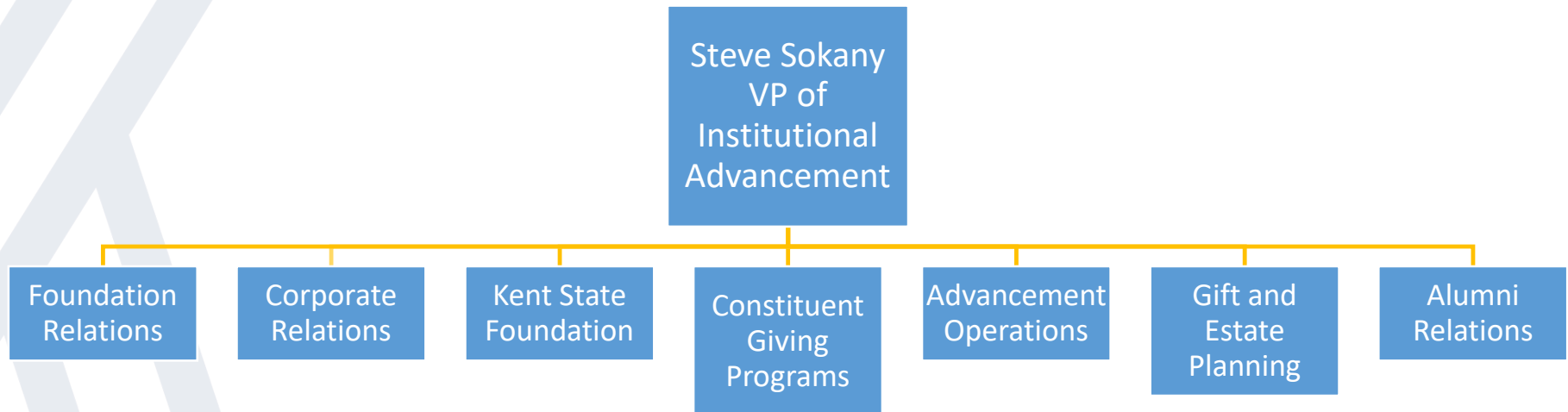
Who we are

- **Department within Institutional Advancement**
- **University's central point of contact for private foundations**
- **Purpose is to increase private organization support to the university**



Who we are

Advancement at Kent State



What we do

- **Secure funding from private foundations**
- **Cultivate relationships and provide university coordination**

We do not...

- **Secure government funding**
→ **Sponsored Programs leads these efforts**
- **Secure individual donations**
→ **We can connect you to the resources**



Foundations

Burton D. Morgan
Foundation

Martha Holden
Jennings Foundation

John S. and James L.
Knight Foundation

Robert Wood
Johnson Foundation

Ewing M. Kauffman
Foundation

Ascendium
Education Group

Family Foundations

Fowler Family
Foundation

Sears-Swetland Family
Foundation

Gregory Hackett
Family Foundation

Ames Family
Foundation

Brennan Family
Foundation

Feth Family
Foundation

Community Foundations

Cleveland Foundation

Akron Community
Foundation

Columbus Foundation

Portage Foundation



How it works

- **We assist with funding research**
- **We facilitate networking with private foundations**
- **We assist with proposal development and strategy**
- **We help you submit a strong proposal**



How we work with you

PI develops project idea

- PI contacts Foundation Relations
- Meet to discuss project

FR initiates funding search

- FR selects prospective funders
- FR Initiates conversation with prospects
- FR gleans information regarding funding process

PI produces rough draft of proposal

- FR/Grant Writer will forward proposal format and requirements to PI
- PI produces first draft
- FR/Grant Writer revise proposal
- Grant Writer initiates Kualu record

Funding Secured(!)

- FR/Grant Writer ensures reports are submitted timely
- FR ensures accounting team is notified and involved
- FR ensures General Counsel reviews documents as needed
- **Together**, we maintain donor relationship



Handout: Overview of Grants at Kent State

OVERVIEW OF GRANTS AT KENT STATE

Before Initiating a proposal with Foundation Relations or Sponsored Programs, It is recommended that the PI speak with his/her chair, director or dean of college about the proposed project.

Kent State University policy regarding grants/external funding:

Proposals submitted by faculty/staff/students on behalf of Kent State University must be consistent with the mission of the university and must be suitable to the unit in which the project is to be conducted. A proposal is a formal offer by the university to conduct a program under the direction of the principal investigator/project director who does so utilizing personnel and facilities of the university. Therefore, projects must comply both with university policies and external sponsor regulations. Authority for proposal submission resides in Sponsored Programs where the authorized organizational representative (AOR) or his/her designee is the legal signatory on submissions.

To ensure a successful submission, please be advised of the following internal deadlines:

- **10+ business days before a grant proposal deadline or ASAP:**
 - Contact the Office of Sponsored Programs or Foundation Relations (see Pre-Award Grant Process at KSU) with your intent to apply.
 - Review proposal guidelines.
 - Provide information for budget development.
 - **5+ business days before a grant proposal deadline:**
 - Complete your tasks in Quali, Kent State's online grants management system.
 - Ensure co-PIs or Key Personnel complete their tasks in Quali.
 - Finalize budget.
 - Provide documents required for submission.
 - **2+ business days before deadline:**
 - Finalize all required documents.
 - If applicable, log into agency system to view submitted proposal or complete final review of documents.
- * If applicable and required in advance by funder, PI should submit IACUC or IRB forms through the review process, which can take up to 6 weeks:**
- IACUC Process: <https://www.kent.edu/research/office-research-compliance/overview-iacuc-process>
 - IRB Process: <https://www.kent.edu/research/office-research-compliance/approval-timelines-and-irb-process>
 - Once obtained, PI will send IACUC and/or IRB approval to Sponsored Programs.

A successful partnership

- Inform us of current projects
- Highlight your ***BIG IDEAS***
- Share your funding ***“WISH LISTS”***
- Keep us updated on funded projects



What Foundations are Interested in Funding

- **It depends...**
 - **Geographic Preferences**
 - **Topics that have an impact on their area of concern**
 - **Grant Type Restrictions**
 - **Amount Limits**



Questions to Consider When Developing Proposal

- **Is Kent State University best situated to implement this project? Why?**
- **What is the impact of your project?**
- **Who is the audience/targeted population?**
- **Why is the project necessary? What is the need?**
- **Can your project be replicated?**
- **What is your budgetary contribution?**
- **Is your project sustainable beyond the grant funding requested?**



Foundation Relations Team



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Questions? & Conversation





Thank You!

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Tools and tips

- **Foundation Center Online**
 - <http://foundationcenter.org/>
 - Access here: <http://kentlink.kent.edu/record=b3318900>
- **Form 990 tax filings**
 - May give you the application requirements if no website is available
 - Has contact info for organizations
 - Lists key personnel and board members
 - Lists most recent grant awards and grantees
- **Review foundation websites directly**
 - NEVER! call a foundation without reviewing all available content
 - Asking a question that is already answered is a sure way to upset the foundation
- **Submit a research request to Foundation Relations**
- **Calling a foundation**
 - Know exactly what info you need
 - Most foundation staff are helpful and will give you honest feedback about your project if you can give them the “elevator speech” of your project

