

## Engaging Foundations as Partners in Medical Education and Research





# Who We Are: *FR at the medical campus*

**David Gillerman**

Director, Foundation Relations, BUMC  
[dgillerm@bu.edu](mailto:dgillerm@bu.edu) (617) 358-9529



**Kathryn DeRobertis**

Senior Development Associate, BUMC  
[ksdero@bu.edu](mailto:ksdero@bu.edu) (617) 358-9534

**Katharine Canfield**

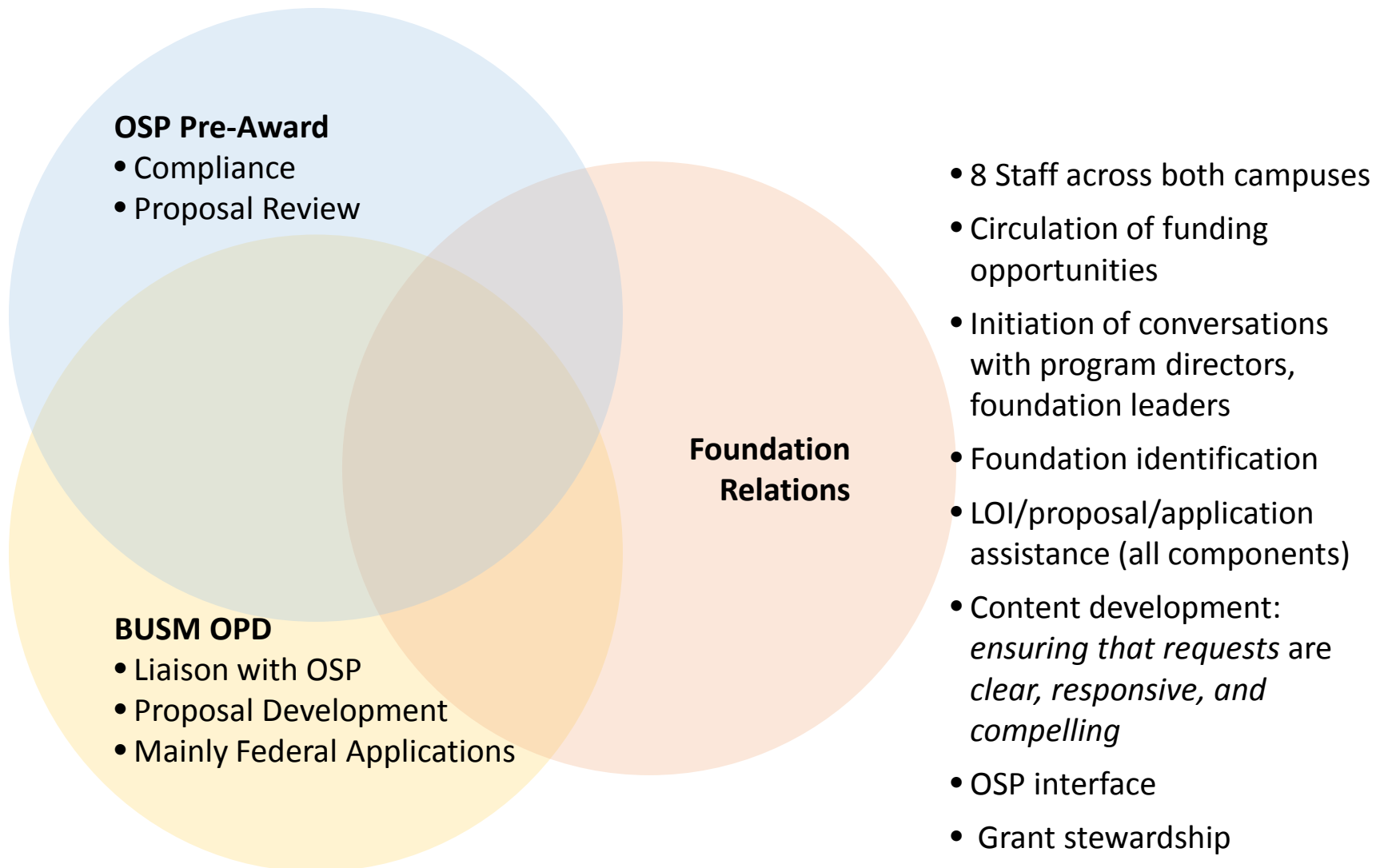
Director, Foundation Relations, BUSM  
[kcanfiel@bu.edu](mailto:kcanfiel@bu.edu) (617) 358-9531



# Agenda

- ❑ **About foundations and Foundation Relations**
- ❑ **Identifying funders to approach**
- ❑ **Engaging foundations**

# About Foundation Relations: *who's who?*



# About Foundations: *the basics*

Why approach a foundation?

Understanding foundations





# Identifying Funders: *interrogate your project*

## Three Key Questions to keep in mind...

... since

1. Funders *don't have enough funds to accept every request they want to fund.*
2. A request may *fall outside of the funder's giving interests.*
3. The applicant *did not follow application guidelines.*

- 1. How much money does a funder have?**
- 2. Do our interests align with the funder's interests?**
- 3. Are we following the funder's guidelines?**

# Identifying Funders: *funders of similar topics*

## New med school curriculum expands opportunities for research, learning

A redesigned curriculum for Stanford medical students is now being fully implemented. It provides new courses, more flexibility and financial incentives for pursuing long-term research.

SEP 12  
2018

A new curriculum at the [School of Medicine](#) is transforming the way medical students learn and prepare for careers in clinical care and scientific investigation.

The [Discovery Curriculum](#) resulted from a three-year review of the curriculum that involved more than 100 faculty, staff and students. The goal was twofold: first, to create opportunities and flexibility for students' long-term research, personal growth, exploration

“

*What we want our students to do is not to emulate us, but to eclipse us.”*

“We are luckily a medical school in the middle of a major university campus,” Gesundheit said. “The opportunities for dual training for interdisciplinary work are enormous.”

Opportunities for financial support are available to students who add a sixth year to earn a newly offered master's degree in biomedical investigation. A new [\\$2.5 million grant from the Burroughs Wellcome Fund](#) and

other funding sources could pay for that additional full year of research, as well as the two years of clinical rotations, for up to five students each year.

# Identifying Funders: *Josiah Macy Jr. Foundation*

The Foundation's grantmaking is focused on projects that:

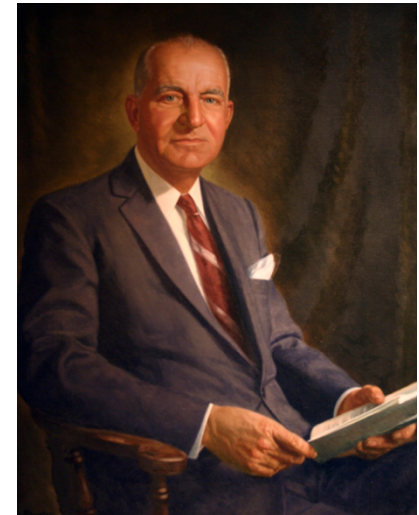
- Demonstrate or encourage interprofessional education and teamwork among health care professionals;
- Provide new curriculum content for health professional education, including patient safety, quality improvement, systems performance and professionalism;
- Develop new models for clinical education, including graduate medical education reform;
- Improve education for the care of underserved populations, with an emphasis on primary care; and
- Increase faculty skills in health professions education with a special emphasis on the career development of underrepresented minorities.





# Identifying Funders: *Lloyd G. Balfour Foundation*

- Educational scholarships to employees of the Balfour Company, as well as to their children and grandchildren
- Organizations serving the people of Attleboro, with special consideration given to those organizations that provide educational, human services and health care programming for underserved populations
- ✓ Educational organizations that serve New England



# Identifying Funders: *resources*

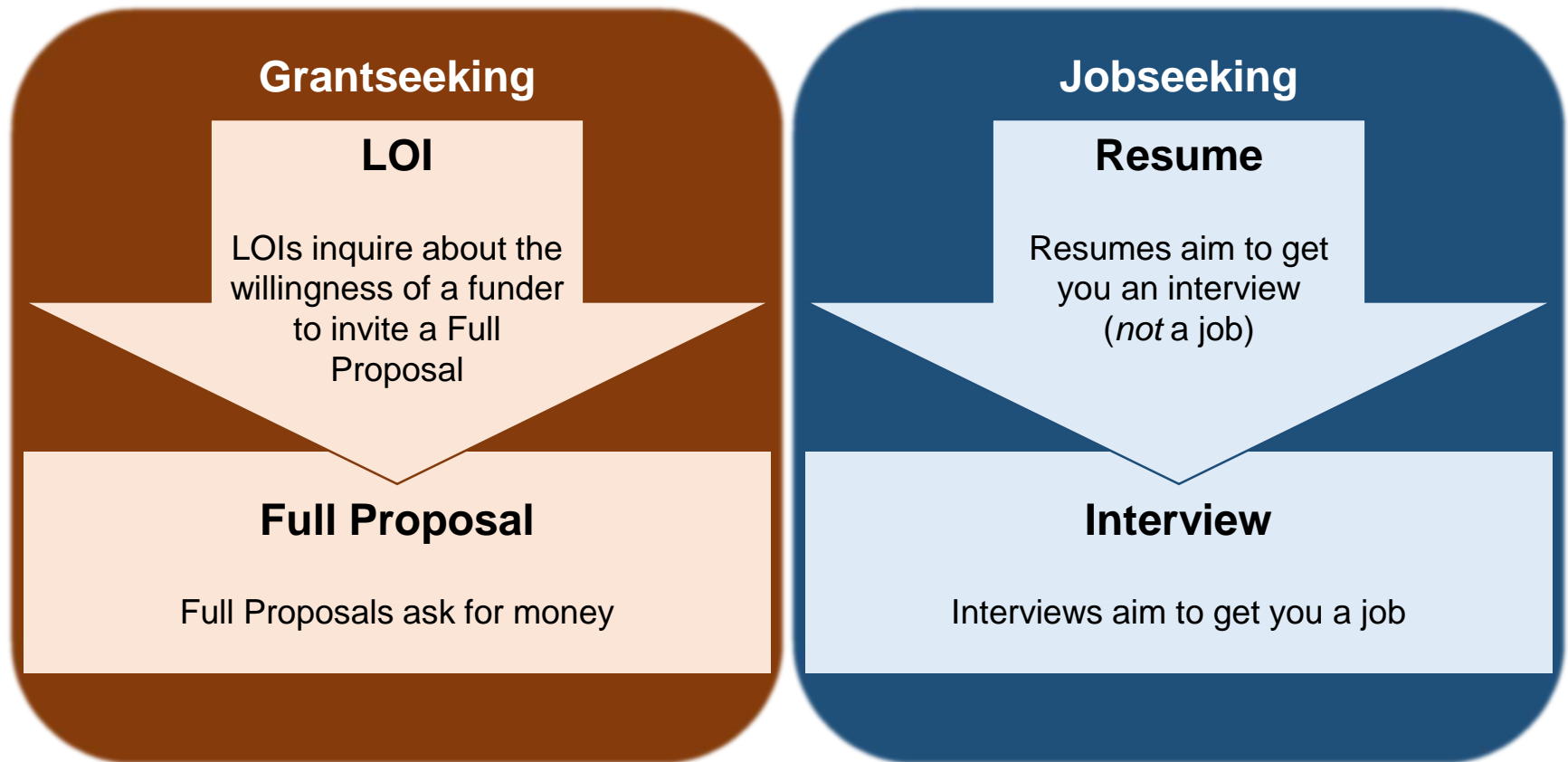
- **Foundation Directory Online** (database with information about foundations and grants)  
via [http://www.bu.edu/foundations/faculty\\_seeking\\_funding](http://www.bu.edu/foundations/faculty_seeking_funding)
- **COS/Pivot** (funding opportunities database)  
via [http://www.bu.edu/foundations/faculty\\_seeking\\_funding](http://www.bu.edu/foundations/faculty_seeking_funding)
- **GuideStar** (information about nonprofits and foundations)  
<http://www.guidestar.org>
- **Philanthropy News Digest RFPs** (funding opportunities)  
<http://philanthropynewsdigest.org/rfps>
- **Associated Grantmakers RFPs** (funding opportunities)  
<http://www.agmconnect.org/rfp-database>
- **Google, Google News**

# Engaging Foundations: *the process*

Grantseeking *usually* involves two steps:

1. a **Letter of Inquiry (LOI)** (\*or phone call or email) and
2. a **Full Proposal**.

(this process is analogous to the Resume-Interview process)



# Engaging Foundations: *first contact*

**please,  
contact Foundation Relations  
*before making your first contact*  
with a foundation**





# Engaging Foundations: *LOIs*

**What?                      Why?                      Why this funder?**  
**Why now?      Why me?      What impact?**

## **Elements of a Letter of Inquiry (LOI):**

- **Introduction, why reaching out**
- **Need or problem statement**
- **Program description**
- **Qualifications**
- **Impact**

# Engaging Foundations: *a full proposal*

- **Executive Summary:** summarizes the proposal, being sure to make the case for funding in a concise, cogent manner
- **Problem Statement:** states what the problem or need or issue or question is that your program/project/organization addresses
- **Project Description:** outlines what you propose to do to respond to the problem/need/issue/question
- **Organization Information:** describes your organization
- **Evaluation Plan:** indicates how you will determine whether the project/program has been a success
- **Budget and Budget Narrative:** financially describes your project and provides any notes to make the budget self-explanatory



## THE JOSIAH MACY JR. FOUNDATION

### OUR GRANTEES

Across the Foundation's priority areas, our grantees are working to improve the health of the public through innovative research and programs. The Foundation awards up to 40 grants on a rotating schedule each year.

### A Longitudinal Educational Program to Advance the Health and Health Care of Refugees

**Theme:** Education for the Care of Underserved Populations

**Institution:** Boston University

**Grant Type:** Board Grant

**Award Amount:** \$392,307

**Grant Awarded:** May 2017

**Principal Investigator:** Sondra Crosby, MD; Suzanne Sarfaty, MD

The School of Medicine at Boston University (BUSM) will create a longitudinal program to advance health and health care of refugees. The program will provide opportunities for students to learn about, practice, and research refugee health. The program will include both didactic and interactive learning curricula customized to focus on refugee health needs that will be required of all first- and second-year students. Research and service learning opportunities, a refugee health clerkship, and an interprofessional refugee health selective (for students from multiple programs at the BU Medical Campus) will be optional for students during each of their four years. This work will broaden the curriculum of BUSM and produce online materials which will be disseminated to other health professional schools.

# Questions

