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Getting Started: Identifying Funding Opportunities with Jefferson Resources

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Getting Started: Identifying Funding Opportunities with Jefferson Resources

Presented by:
The Office of Institutional Advancement & The Center of Learning and Teaching
Molly Gerber, AVP, Corporate and Foundation Relations
Gary Kaplan, Sr. Librarian, Information Services
Dana Marcus, Assistant Director, Corporate and Foundation Relations
Section 1

Philanthropy Basics
Academic Medical Center: Four Pillar Model

Academic

Clinical

Philanthropy

Innovation
New Math: Research Dollars

NIH funding, FY 1950–2019

in thousands of constant 2013 BRDPI adjusted dollars

Pre-austerity growth trend

$58,159,195
FY 2003 funding level

$27,737,093
FY 2010 funding level

Source: NIH funding figures through FY 2014 are based on total budget authority. Projected NIH funding figures for FY 2015 through FY 2019 are based on data from the Congressional Budget Office.
U.S. Philanthropic Pie
Total 2014 Contributions: $358.38 billion
Contributions by Recipient Category

- Health: $28.7 billion (8%)
- Education: $53.8 billion (15%)
- Religion: $60.6 billion (32%)
- Education & Religion together account for 57% of Total Giving ($154 billion)

Source: Giving U.S.A. 2014 Report
U.S. Philanthropic Pie
Total 2014 Contributions: $358.38 billion
Contributions by Source

Foundations 15%
Individuals 72%
Corporations 5%
Bequests 8%
Foundations and Corporations accounted for almost $72 BILLION in 2014
Jefferson’s 10-Year Fundraising Performance

Dollar Trends by Gift Bands

- On average, Jefferson raised $35M* annually for the last ten years
- Investment in fundraising has been flat during that time, with an average Fundraising Cost of $5.4M annually
- The strongest years have been a result of mega gifts in 2005 and 2014

\*

NOTE: FY2016 budget is based on May 2016 Finance report; final fiscal year report not presently available.

Excluded from the average are three principal gifts. In FY 2005, a $25 million pledge from Mrs. Dorrance Hamilton for the Hamilton Building and a $17 million estate gift from the Estate of Dorothy H. Rector were received. In FY 2014, a gift of $110 million was received from Mr. Sidney Kimmel.
Section 2
Fundraising for Research
Corporate and Foundation Relations Team

Molly Gerber
AVP & Chief Strategy Officer

Emma DelVecchio,
Assistant Director

Erin Morton,
Associate Director

Dana Marcus,
Assistant Director
Corporate and Foundation Relations

- The Corporate and Foundation Relations (CFR) team offers services for Jefferson clinicians, researchers and administrators who seek external funding from non-federal sources including, corporations with philanthropic intent, charitable foundations and associations.

- Our team maintains relationships with local and national corporations and foundations to keep them abreast of the work being done by Jefferson researchers and scientists.
What We Do: Making the Match

- Cultivate and maintain relationships with foundation, association and corporate partners
- Meet with researchers to gather information about their research in order to send targeted funding opportunities directly
- Research potential funders and funding mechanisms based on identified needs/interests
- CRISP Model: Making connections between clinicians and researchers on and off campus
What We Do: Identify & Disseminate Research and Program Funding Opportunities

• Research and inform faculty of current RFP & LOI opportunities:
  – Directly through our gift officer network
  – Through department chairs
  – Publishing online on the TJU Research web page
Surgery Development Team

Lara Goldstein
AVP Development, Surgery

Kelly Austin
Associate Director of Development, Surgery

Meg Ratchford
Assistant Director of Development, Surgery
Department of Surgery Targeted Funding List

- AACR
- ACS
- Thrombosis Research Institute
- Pancreatic Cancer Research Fund
- American Society of Transplant Surgeons
- American Society of Transplantation
- American Pain Society
- Shock Society
- Association for Surgical Education Foundation
- Plastic Surgery Foundation
- American Association for Thoracic Surgery
- Paralyzed Veterans of America
- American Society of Colon and Rectal Surgeons
What CFR Can Do: Preparing Submissions

- Review, revise, draft and edit LOIs and proposal materials
- Draft cover letters for President, Dean(s), and/or Department Chair
- Provide necessary Jefferson materials:
  - Board lists, IRS documentation, boilerplate Jefferson information, audited financial statements, etc...
- Ensure that researchers are working through the appropriate RACE and ORA channels throughout the application process
The Philanthropic Grant Funding Cycle

Pre-Award
- Negotiates contract/award
- Proposal submission

Post-Award
- Communicate with Sponsored Program Accounting
- Contact sponsor as needed
- Compliance

Pre-Award
- Research and disseminate funding opportunities (research and programmatic)
- Manage institutional relationships
- Assist with proposal development and content

Post-Award
- Gift receipts
- Stewardship (letters, site visits, etc.)

Pre-Award
- Create budgets
- Route ePTF to ORA

Post-Award
- Award management & closeout
Competitive Grants

• Some foundations limit the number of applicants per institution. An internal competition will be managed through a subcommittee of Jefferson's Committee on Research (JCoR) to select the Jefferson applicant for each.

• Please DO NOT apply directly — unsolicited applications may disqualify Jefferson from future competitions.

• Limitations vary from foundation to foundation. Please wait for JCoR to release each opportunity announcement for application and funding details and instructions.

  – These notices are distributed by OIAFundingOpportunities@jefferson.edu through the FT-Faculty, Chairman, and Dept-Admin list-servs. If you are not on one of these three distribution lists, please contact Dana.Marcus@jefferson.edu
Section 3

Information Resources
Center for Teaching & Learning (CTL) and Scott Memorial Library (SML)

- Learning Technologies
- Graphics & Medical Illustration
- Instructional Design
- Photography
- Publishing Support
- Speaking & Presentation Skills
- Video Production
- Knowledge-based information
- Evidence-based decision-making at the point of care
- Space and technology resources to support individual and group learning
- Computer classrooms and related educational software
- Preserving and promoting Jefferson's rich history
CTL SML Grants Information Service

Patricia Wynne
Associate Director, Library Information Services

Gary Kaplan,
Senior Librarian

Paul Hunter,
Clinical Informatics Librarian

Helena Washington,
Senior Librarian
Funding Opportunities

Information on a broad spectrum of funding sources that support research projects is provided here, both intramural and extramural. These grant opportunities include ones funded through the Provost’s office (DTSA, Programmatic Initiative Grants), through NIH, DOD, NSF and other federal funding sources, and through foundations including limited submission opportunities that are selected through the Office of Institutional Advancement in collaboration with JCOR. Also provided is a link to Pivot, a searchable grants database, as well as useful links for preparing NIH grant applications.

- **INTRAMURAL**
- **EXTRAMURAL**
Extramural > Non-Federal Funding Opportunities

Non-Federal Resources, including Foundations, Disease-Specific Associations and Institutionally Limited Funding Opportunities

Jefferson’s Office of Institutional Advancement’s Corporate and Foundation Relations (CFR) team offers services for Jefferson clinicians, researchers and administrators who seek external funding from non-federal sources including, corporations with philanthropic intent, charitable foundations and associations. CFR staff members are available to work with clinicians, researchers and others to identify funding priorities and potential philanthropic partners as well as to support the development of letters of intent (LOIs) and proposals. CFR team members serve as the point of contact for foundation, association, and corporate partners, and are available to identify funding opportunities.

Active funding opportunities are updated regularly. Please refer to this page to see the most up to date funding notices monthly.

Last updated 07.29.16

Non-Federal Funding Opportunities

OCTOBER 2016

<table>
<thead>
<tr>
<th>ORGANIZATION / WEBSITE</th>
<th>SPECIALTY AREA / PURPOSE</th>
<th>TARGET AUDIENCE / ELIGIBILITY</th>
<th>AWARD</th>
<th>DEADLINE</th>
</tr>
</thead>
<tbody>
<tr>
<td>American Society of Colon and Rectal Surgeons*</td>
<td>Colorectal Disorders Purpose: Career Development Award*</td>
<td>within 5 years of first FT-faculty appointment; A5CRS members only; applicant must not currently have or previously received a career development award from another external funding source; rolling March and October</td>
<td>$75,000 per year; 2 years</td>
<td>10/1/2016</td>
</tr>
</tbody>
</table>

*Go to site ... *
Different ends of the beast
Failure to Rescue as a Quality Improvement Approach in Transplantation: A First Effort to Evaluate This Tool in Pediatric Liver Transplantation

Shannon L. Cramm, BS,² Seth A. Waits, MD, Simon P. Horslen, MB ChB,³ George V. Maguire, MD, and John C. Magee, MD¹

Background. Significant intercenter variation exists in failure to rescue (FTR, death after a major complication) in liver transplantation. This study is the first effort to investigate the relationship between FTR and quality improvement. Methods. Using the Studies of Pediatric Liver Transplantation (SPLIT) registry, we analyzed data on primary liver transplants at 21 centers. Centers were divided based on FTR rates and mortality, complications, and FTR across tertiles. We noted a high mortality tertile (P < 0.01) and high FTR tertile (P < 0.01) as well as FTR 4.6% vs 9.9% and 14.2% across tertiles. Our results demonstrate that although centers with high mortality and FTR exhibit 3-fold the rate of FTR. Efforts to standardize care for liver transplantation recipients. This preliminary study indicates that quality improvement tools in the field of transplantation; future work is necessary to characterize these measures in the adult population, which may be facilitated by the expansion of the data we collect in our national registries.

ACKNOWLEDGMENTS

These data were provided by the Studies of Pediatric Liver Transplantation group. Funding for this project was in part from the American Society of Transplant Surgeons Presidential Student Mentorship Grant.

REFERENCES


CrossMark includes funding information

Reoperative surgery for recurrent rectal prolapse
Crossref DOI link: https://doi.org/10.1053/j.scrs.2015.09.004
Published: 2015-12
Update policy: https://doi.org/10.1016/elsevier.cm_policy

Authors

Funding

Funding for this research was provided by:
American Society of Colon and Rectal Surgeons (A124495)
Crohn's and Colitis Foundation of America (A123669)
Crossref Funding Data: Find articles for a particular funder

Search 13,320 funders connected to 1,006,895 published works with funding data

Search funders...
PubMed: Filter by research support publication types

[Image of PubMed search interface with selected options]

- Research Support, American Recovery and Reinvestment Act
- Research Support, N.I.H., Extramural
- Research Support, N.I.H., Intramural
- Research Support, Non-U.S. Gov't
- Research Support, U.S. Gov't, Non-F.H.S.
- Research Support, U.S. Gov't, F.H.S.
- Research Support, U.S. Government

Search results:
- Antibiotic Prescriptions Among US Ambulatory Care Visits, 2010-2011
- Surgery: A Retrospective Study of 14 Years of FDA Data

Clear all to show 22977 items.
Publication Type

Publication Types, MeSH Terms

Publication Types
- Comparative Study
- Multicenter Study
- Observational Study

Research Support, Non-U.S. Gov't

MeSH Terms
- Age Factors
- Canada
- Child
- Child: Preschool
- Failure to Rescue, Health Care*
- Facility
Library.jefferson.edu > Pivot for current opportunities

Scott Memorial Library

FIND
Books & eBooks
Journal Titles
Databases
Clinical & Drug Information
Historical Collections & Exhibits
Images, Videos, Apps & Models
Jefferson Publications
Datasets

Grants & Funding Opportunities

Quick Links

Databases
- Pivot (grants & funding)

Great starting point to discover current opportunities from all types of funders: governments, nonprofits and foundations. Help/Support

Searching Pivot: Selecting Activity Location, Citizenship Status, and Postdoctoral Award Opportunities
Pivot indexes > 13 fields

- Title
- Abstract
- Sponsor
- Amount
- Deadlines
- Limited Submission
- Activity Location
- Citizenship or Residency
- Funding Type
- Keyword
- Requirements
- Sponsor Type

Tools to:
- Track
- Share
Pivot: Advanced Search

- Amount
- Deadlines
- Limited Submission
- Activity Location
  - Match any  Match all
    - search
  - Include:  Unrestricted  Unspecified
    - Sub-entities  Super-entities
- Citizenship or Residency
  - United States
  - Canada
  - United Kingdom
  - Australia
  - European Union
  - Include:  Unrestricted  Unspecified
- Funding Type
- Keyword
  - Match any  Match all
    - search
    - Explode
    - Surgey
    - Applicant Type
    - Sponsor Type
Pivot: search by sponsor

<table>
<thead>
<tr>
<th>Top funding types</th>
<th>Deadline</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prize or Award</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Travel</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Training or Scholarships</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Collaboration or Coop</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Top sponsor types | Professional Society or...... |          |          |
| Top applicant types | PhD or MD or Other Pro... |          |          |
| Top keywords       | Organ Transplantation: |          |          |

| ASTS Faculty Development Grant | 22 Jan 2017 | $100,000 USD |
| ASTS Advanced Transplant Provider Award | 06 Sep 2016 | $750 USD |
| ASTS Collaborative Grant (ASTS Collaborative Scientist Grant) | 09 Jan 2017 | $100,000 USD |
| Francis Moore Excellence in Mentorship in Transplantation Surgery Award | 06 Oct 2016 | see record |
| ASTS Student Mentor Grant (ASTS Presidential Student Mentor Grant) | 22 Jan 2017 | $3,500 USD |
| ASTS Scientist Scholarship | 22 Jan 2017 | $40,000 USD |
| ASTS Vanguard Prize | 06 Sep 2016 | $2,500 USD |
## Pivot email alerts

**Funding Alert results for August 07, 2016**

### Advisor

<table>
<thead>
<tr>
<th>Advisor</th>
<th>Personal funding matches (1)</th>
<th>Deadline</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exploratory Clinical Trial Grants in Arthritis and Musculoskeletal and Skin Diseases (R21) United States Department of Health and Human Services (HHS) National Institutes of Health (NIH) National Institute of Arthritis and Musculoskeletal and Skin Diseases (NIAMS)</td>
<td></td>
<td>November 1, 2016</td>
<td>$400,000</td>
</tr>
</tbody>
</table>

### Biomedical Research Training

<table>
<thead>
<tr>
<th>1 Results</th>
<th>Deadline</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Training Fellowships in Public Health and Tropical Medicine Wellcome Trust</td>
<td>November 28, 2016</td>
<td>see record</td>
</tr>
</tbody>
</table>
Pivot email alerts for tracked opportunities

From: ProQuest Pivot <fundingalert@cos.com>
To: Gary Kaplan

Subject: Updated Funding Opportunity - United States Department of Health and Human Services (HHS)

The Pivot editorial team updated the following information on a funding opportunity that you are Tracking on Aug 30, 2016.

- deadline
- amount
- abstract
- sponsor url

A summary of this opportunity is listed below.

<table>
<thead>
<tr>
<th>Opportunity Title</th>
<th>Sponsor Name</th>
</tr>
</thead>
</table>
| NLM Grants for Scholarly Works in Biomedicine and Health (G13) | United States Department of Health and Human Services (HHS)  
National Institutes of Health (NIH)  
National Library of Medicine (NLM) |

<table>
<thead>
<tr>
<th>Deadline(s)</th>
<th>What’s due</th>
</tr>
</thead>
<tbody>
<tr>
<td>24 Feb 2017 - Confirmed / sponsor</td>
<td>Application</td>
</tr>
<tr>
<td>23 Feb 2018 - Confirmed / sponsor</td>
<td>Application</td>
</tr>
</tbody>
</table>
Please contact us...

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(b/t Walnut and Sansom)
Suite 600

Scott Building – Room M-106
1020 Walnut Street
Q&A