



# Private Funding

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# Research Funding

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- Private Foundations – small to large \$
  - Generic foundations
    - MacArthur Foundation
    - NARSAD (Brain and Behavior Research Fndtn)
  - Corporate Foundations
    - GlaxoSmithKline and Lilly
  - Specialty foundations
    - Autism Speaks
    - OC Foundation
    - Tourette Syndrome Association



# Homework

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- Have to know what they support
- Look to the website
- Look at funded projects
- Talk to Foundation leadership about what they are interested in



# Small Grants

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- Early steps in a line of research
- Early steps in development of a career path
- Pilot feasibility studies
- Feasibility aims
- Not a test to determine effect or sample sizes



# Review Process

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- Some review groups are extremely sophisticated
- Careful to make sure grant is addressing the mission of the foundation
- Sensitive to “cut and paste” grants
- How will funding be leveraged for larger grants/definitive studies
- How will funding build the career of the applicant
- Often follow the NIH/NIMH mission



# Philanthropy

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- Vision
- Mission
- Strategic Plan
- Building a new area or supporting established expertise
- Grateful patients
- Networks of givers
- Advisory groups



# Stages of Giving

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- Small medium gifts (projects or unrestricted gifts)
  - Stewardship
  - Larger gifts
  - Endowments
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- People gifts vs Institutional gifts



# Preparing Faculty

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- HIPAA regulations
- Meeting your development people
- Finding a development champion
- Readiness for the ask
  - Training staff to be ready to advocate and direct to development
  - Materials available - wish lists
  - Fast turnaround
- Capable of listening for a good while