Seminar Series

WELCOME!

Live Tweet: #LHSCollaboratory

Email: LHSCollaboratory-info@umich.edu
Website: http://dlhs-umi.ch/lhscollaboratory

SPONSORS:
- Institute For Healthcare Policy & Innovation
- Office of Research
- Department of Learning Health Sciences
Reminders

- Silence Phones
- Complete Participant Survey
  (Located on the back of the Agenda)
- Return Name Tag upon exiting

Thank you!
November 15-16, 2017
ELSI Symposium (elsilhs.org)

December 15, 2017
LHS Collaboratory Seminar Series

William E. Smoyer, MD
Nationwide Children’s Hospital
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
<th>Presenter(s)</th>
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<tr>
<td>12:00 PM</td>
<td>Registration and Luncheon</td>
<td>Michigan League</td>
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<td>12:15 – 12:20 PM</td>
<td>Welcome and Opening Remarks</td>
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<td>Dr. Doug Van Houweling</td>
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<td>12:20 – 1:10 PM</td>
<td>Foundation Funding at Michigan: Trends and Resources for Learning Health System Initiatives</td>
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<td>Joseph M. Piffaretti, Senior Director, Corporate and Foundation Relations</td>
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<td>1:10 – 1:30 PM</td>
<td>LHS Collaboratory Workgroups: Opportunity Matrix</td>
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<td>Dr. Charles Friedman, Dr. Doug Van Houweling</td>
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<td>1:30 PM</td>
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Foundation Funding at Michigan: Trends and Resources for Learning Health System Initiatives

Joseph M. Piffaretti
Senior Director, Corporate and Foundation Relations
Learning Health System Collaboratory
November 7, 2017
Foundation Funding at Michigan: Trends and Resources for Learning Health System Initiatives

1. Foundation basics and background
2. Major trends in foundation giving
3. What strategies are Foundations employing?
4. Foundation giving at UM and nationally
5. What does CFR do in this space? Major Gift Officers?
6. Resources for Faculty and Learning Health System Initiatives
NIH Research Project Grants: Competing applications, awards, and success rates
Types of Foundations and how universities engage with them

Legal Distinctions
- Community
- Private
- Operating

Useful Distinctions
- Family
  - Behave like Individual Donors; usually managed by Major Gift Officers
- Professional
  - Usually managed by Foundation Relations staff
- Corporate
  - Industry support; usually managed by Corporate Relations/BEC staff
Top 7% of U.S. Foundations by Assets

Foundations with Assets of $10M+

- The top 7% of foundations control 89% of all assets
- The 57 foundations worth $1B or more (0.1%) control 36% of all assets
- Not shown due to scale: There are 90,000 foundations (93% of all) with assets <$10M – they control only 14% ($97B) of all assets
Contributions to Foundations from 2009-2013

Source: National Center for Charitable Statistics
Professional Foundations: Who leads?

**Bill & Melinda Gates Foundation** – Seattle, WA  
Assets: $41 Billion, Annual giving: $3.3 Billion

**Wellcome Trust*** – London, England  
Assets: $26 Billion, Annual giving: $1.2 Billion  
* historically funded only within UK; starting to make grants in the US

**Ford Foundation** – New York, NY  
Assets: $12.2 Billion, Annual giving: $560 Million

**Robert Wood Johnson Foundation** – Princeton, NJ  
Assets: $10.1 Billion, Annual giving: $337 Million

**W.K. Kellogg Foundation** – Battle Creek, MI  
Assets: $8.6 Billion, Annual giving: $294 Million

**William & Flora Hewlett Foundation** – Menlo Park, CA  
Assets: $8.6 Billion, Annual giving: $240 Million
# Top Foundation Donors to UM F2017

Collectively, **more than $50 million** in sponsored projects and gifts

* Denotes *living donor or family members*: more than half of our most significant funders

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<tr>
<th>Foundation</th>
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<td>* Anonymous Foundation</td>
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<td>* Charles Stewart Mott Foundation</td>
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<td>* Pritzker Foundation</td>
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<td>* Bill and Melinda Gates Foundation</td>
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<td>* Prostate Cancer Foundation</td>
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<td>Robert Wood Johnson Foundation</td>
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<td>The Andrew W. Mellon Foundation</td>
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<td>The Spencer Foundation</td>
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<td>Michigan Health Endowment Fund</td>
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<td>Alfred P. Sloan Foundation</td>
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<td>W. K. Kellogg Foundation</td>
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<td>* William Davidson Foundation</td>
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<td>* Laura and John Arnold Foundation</td>
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<td>* Erb Family Foundation</td>
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<td>Doris Duke Charitable Foundation</td>
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* Green – biggest a decade ago*
Trends in New Philanthropy

• Foundation and personal giving happen simultaneously and are deeply intertwined/one and the same.

• Younger philanthropists are apprehensive of government as a problem solver.

• Silicon Valley-like social entrepreneurship cultures and management styles.

• Increase in donor-involvement in project development and evaluation efforts. Drivers are outcomes and solutions.
Trends in New Philanthropy, continued...

Big Bet’s: Look for more of the same in 2018

• In 2016, MacArthur announced a competition for a $100 million grant to back a single transformative idea.
• Chan and Zuckerberg put up $3 billion to conquer disease
• Sean Parker rolled out a $250 million bet on cancer immunotherapy
• Laurene Powell Jobs put up $100 million for high school redesign

Basic Science research drawing reinforcements

New donors coming into basic science amid news of more cuts to government research budgets and global economy’s growing efforts to compete on this front with the U.S. Also – Science Philanthropy Alliance.....
What Foundations Like*

- Innovation and risk; creativity – in science
- Outcomes that lead to change: who/what will be changed as a result of the grant
- Their own goals – they fund work that advances their goals, not the faculty’s goals
- Evidence of young investigator promise

* While these are massive generalizations, they hold true with most foundations.
What they are trying to do

• **Focus attention** on a particular problem (poverty, education, clean water) or disease (ACS) or place (Detroit).

• **Push the envelope of science;** bridge innovative ideas into NIH and NSF; want to be where no one else is.

• Think **private philanthropy can have quicker impact** on the world’s problems. Or that philanthropy can provide ‘proof of concept’ on social innovations. Jump start ideas.
What they are not trying to do

• Support higher education

• Fund ‘the university’

• **Sustain** for the long haul. Think: Seed funding. Venture.

• **Endow** anything
Michigan’s successes with professional foundations

[Bar chart showing funding by category for years 2008 to 2017. Categories include Medical, Public Health, Engineering, ISR, and Other. Each bar is divided into segments representing the different categories, with the height of each segment indicating the funding for that category in a given year.]
Funding to top public doctoral universities, FY16

Total Annual Revenue from Professional and Family Foundations

- UCLA
- University of Washington
- University of Michigan
- UC-Berkeley
- UC-San Diego
- University of North Carolina
- University of Wisconsin-Madison
- University of Minnesota
- University of Virginia
- University of Texas

Legend:
- All Other Gifts
- 3rd Largest Gift from Foundation
- 2nd Largest Gift from Foundation
- Largest Gift from Foundation
Funding to top 20 universities, FY16

- UC-San Francisco
- UCLA
- Columbia University
- New York University
- University of Washington
- Duke University
- Yale University
- Massachusetts Institute of Technology
- University of Chicago
- University of Michigan
- UC-Berkeley
- Emory University
- University of California-San Diego
- Brown University
- University of North Carolina
- University of Wisconsin-Madison
- University of Minnesota
- University of Virginia
- University of Texas Southwestern
- Medical Center
- Washington University in St. Louis

- All Other Gifts
- 3rd Largest Gift from Foundation
- 2nd Largest Gift from Foundation
- Largest Gift from Foundation
What does Foundation Relations Do?

- Provide **strategy** and **consultation** on approaching foundations, including faculty workshops and meetings.

- Identify and disseminate **funding opportunities**; track specific opportunities.

- **Provide ideas about Foundations** that would be interested in your work (survey the field for you).

- **Advise on approach** – liaise with program officer - LOI or online form etc.

- **Feedback** on proposal drafts: the language is different (editing).
Examples: LHS Initiatives

- **Donaghue Foundation** - funds medical and health research with near-term impact on improving health.

- **Laura and John Arnold Foundation** - working to develop and support initiatives that encourage governments and nonprofit organizations to help build the evidence base for social interventions and to consider reliable evidence as one of the primary factors in their decisions.

- **Peterson Center for Healthcare** - The Peterson Center on Healthcare works to transform U.S. healthcare into a high-performance system by finding proven solutions that improve quality and lower costs, and accelerating their adoption on a national scale.

- **Commonwealth Foundation** - The Fund supports independent research on health and social issues and makes grants to improve health care practice and policy. We are dedicated to helping people become more informed about their health care and improving care for vulnerable populations such as children, the elderly, low-income families, minorities, and the uninsured.
Revenue landscape – MM campaign totals by donor type

- **U-M Alumni**: 39%
- **Professional Foundations & Other**: 35%
- **Corporations & Corporate Foundations**: 5%
- **Other Individuals**: 21%
Individual philanthropy

• Grateful patients
  • Partnership with faculty
  • Often disease or faculty specific

• Alumni
  • Identifying those with capacity and interest
  • Affinity = head start
  • Potentially broader interest

• Non-alumni
  • Introducing areas of expertise
  • Investing in the best research
  • Impact and outcomes
Applications and Competitions for Grant Funding

Welcome Katherine. You have no new activity coming up.

The Office of Corporate and Foundation Relations within UMHS is a centralized office that helps to foster relationships between the University of Michigan Health System and companies and private professional foundations. Part of the Office of Development, we help faculty and external funding partners connect and collaborate to advance mutual goals that align with the university’s research, teaching and clinical care mission.

Our services:
The UMHS Corporate and Foundation Relations team works with faculty, staff, and administrators to identify and promote opportunities for engagement with professional and private foundations, and corporate foundations. Services include identifying and qualifying foundations, planning, developing, and coordinating solicitations, arranging site visits, and reporting and stewardship.

Contact:
- Joe Pifarrotti - pifarrotti@umich.edu
- Greg Witbeck - gwi@umich.edu
- Colleen Sherman - csherman@umich.edu
- Maryam Fardig - mffardig@umich.edu

<table>
<thead>
<tr>
<th>Title</th>
<th>Discipline/Subject</th>
<th>Funding Org</th>
<th>Due Date</th>
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<tr>
<td>Rett Syndrome Foundation Basic Research Grant Program on Monday, February 20, 2017</td>
<td>Rett Syndrome</td>
<td>International Rett Syndrome Foundation</td>
<td>05/22/2017</td>
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<tr>
<td>Rett Syndrome Foundation Mentored Training Fellowship Program on Monday, February 20, 2017</td>
<td>Rett Syndrome</td>
<td>International Rett Syndrome Foundation</td>
<td>06/05/2017</td>
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<td>Rett Syndrome Foundation Neuro-Neuropathology Research Grant Program on Monday, February 20, 2017</td>
<td>Rett Syndrome</td>
<td>International Rett Syndrome Foundation</td>
<td>05/01/2017</td>
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Welcome to Foundation Funding for Faculty

Michigan is, of course, a powerhouse in recruiting funding from Federal agencies, but we are also strong in securing funds from foundations and associations. In fiscal 2016, Michigan received almost $60 million from such donors.

Key Resources
- Early Career Opportunities
- Ready, Set, Go! - The Process of Foundation Funding at Michigan
- Indirect Cost Database
- Foundation Relations Team
- How to Find Funding
- See the drop down boxes to the right for foundation and unit-specific advice

Upcoming Funding Opportunities
- Robert Wood Johnson Foundation Polistes for Action Call for Proposals
- Brief proposal due March 10, 2017
- More upcoming RWJF funding opportunities
- Smith Richardson seeks policy research
- 2-5 page concept papers due March 15, 2017
Funding Resources

Weekly RFP Report
https://umhs-foundations.infoready4.com/

Taubman Health Sciences Library
http://guides.lib.umich.edu/researchfunding

Foundation Relations for University of Michigan
https://foundations.umich.edu/

Sponsored Awards on the Web (SAW at UM)
https://apps.orsp.umich.edu/weblogin_apps/saw/
Thank You
# LHS Collaboratory Workgroups

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<thead>
<tr>
<th>Workgroup</th>
<th>Co-Chair</th>
<th>Co-Chair</th>
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<tbody>
<tr>
<td>Sociotechnical Infrastructure</td>
<td>Mark Ackerman</td>
<td>Mike Klinkman</td>
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<tr>
<td>Ethical, Legal and Social Policy</td>
<td>Sharon Kardia</td>
<td>Jody Platt</td>
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<tr>
<td>Large Scale Funding</td>
<td>Chuck Friedman</td>
<td>Doug Van Houweling</td>
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<tr>
<td>Organizations and Business Models</td>
<td>Erik Gordon</td>
<td>Jim Woolliscroft</td>
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<tr>
<td>Implementation and Process</td>
<td>Jack Billi</td>
<td>Peter Polverini</td>
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LHS Collaboratory Workgroups

LHS Opportunity/Project:
- Facilitate workgroup integration and collaboration
- Promote coalescence around a funding opportunity
- Demonstrate LHS

Key Components:
1. Advances the institution’s capability to learn and improve
2. Moves the LHS science forward
3. Scales beyond just a regional level
4. Addresses broader learning health effort; goes beyond a particular problem focus
<table>
<thead>
<tr>
<th>SOCIOTECHNICAL</th>
<th>State Innovation Model (SIM) (Reducing ED Use)</th>
<th>Opioid Use (Community Orientation)</th>
<th>Oral Health (Dental School: NIH/NIDCR Funding?)</th>
<th>Noncommunicable diseases (NCDs) (Kidney Disease) (Global Focus?)</th>
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<td>ORG &amp; BUS MODELS</td>
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<td>LARGE SCALE FUNDING</td>
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Next Steps:

- Add a rubric for the attributes that make the projects appealing - will help when evaluating
- Develop three different views:
  - Opportunity space
  - Elements in common
  - Level of development
- Review at next Co-Chair meeting to organize information