GRANTS 101
Office of Development

Corporate Engagement and Foundation Relations
Lona Leigh McManus, Sr. Director
January 2020

Office of Development – CEFR Vision and Goals

➢ UTHealth’s CEFR division strives to deliver meaningful connections, funding for faculty, career opportunities for students and benefit to the global community.

➢ For our funding partners’ benefit, CEFR facilitates access to our experts, our technology pipeline, research for cures and medical care at one of the nation’s top health science universities.
Office of Development – OVERVIEW

• The Office of Development recently celebrated an extraordinary year in the history of our institution – our department has a seven year growth plan and a comprehensive campaign plan (quiet phase)
• We work with donors to strengthen and support our mission critical areas of research, education and clinical care being provided by our faculty and students
• In the past four years, our team has grown from approximately 25 staff members helping the institution to raise around $20 million annually, to a more refined development program of approximately 70 people, raising approximately $60M in FY19

Working with Development

• Our team has two CEFR officers: Amanda Swift, and Lona McManus (OOD also has an individual donor major gifts team)
• We are concerned primarily with philanthropy from corporations and foundations
  ✓ A donation to the University for which the donor does not expect goods and services in return (“Give and step away”) or other benefit received by the donor
  ✓ Relationship building
  ✓ May have a formal proposal / application process
  ✓ Assist foundations (both corporate and other types) to achieve their mission and align with our purpose
Working with Development

• Our team may reach out to you!
• You may reach out to us!
• If you are uncertain whether a foundation or corporate donation is a gift, grant or other: SPA, OTT and the ODD are able to help you.
• UTH ealth’s grant and gift submission policies are available on HOOP.

Working with Development - continued

For RFP’s under $500,000
• We provide technical assistance for RFP’s under $500,000
• Time permitting, we can create an timeline for your submission with responsibilities to help you stay on track
• OOD may share a logon to help attach institutional documents for your submission
• PI or research team is responsible for providing narrative, approved budget and other requirements
• In most cases, OOD can submit reports provided by the PI

For requests more than $500,000
• we offer additional assistance, i.e. editing and writing, and other team-based organizational needs
Where to find us

https://www.uth.edu/giving/philanthropy/corporate-foundation-gifts

Lona Leigh McManus
Senior Director, Corporate Engagement and Foundation Relations
713-500-3004
Lona.L McManus@uth.tmc.edu

Amanda Swift
Director of Development, Foundation Relations
713-500-3213
Amanda.Swift@uth.tmc.edu