

# GRANTS 101

## Office of Development

Corporate Engagement and Foundation Relations

Lona Leigh McManus, Sr. Director

### 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 \$88.4M in FY18

## Working with Development

- Our team has four CEFR officers: Travis Johnston, Amanda Swift, Marianne Dwyer and Lona McManus (OOD also has an individual donor major giving 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.***
- UTHHealth's grant and gift submission policies are available on HOOP.

## Where to find us

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

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