Working with Foundations

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Goals for Today

• Overview of Foundation Funding Landscape
• Foundation Funding at JHU
• Award and RFP case studies
• Open discussion
Foundation Funding Landscape

Foundation support for U.S. colleges and universities totaled $17 billion in 2019.

Source: Case Voluntary Support of Education: Key Findings, 2019.

Types of Foundations

- Receive most of their support from their founders
- There are many types of private foundations
- Receive most of their support from campaigns and individual donations
- Also known as Public Charities

For-profit limited liability companies as vehicles for rising philanthropists

Private Foundations  Public Foundations  Philanthropic LLCs

Top JHU Foundation Funders in FY20

1. Bill and Melinda Gates Foundation - $45.9M
2. W.P. Carey Foundation, Inc. - $25M
3. Bloomberg Philanthropies - $12.8M
4. Donald B. & Dorothy L. Stabler Foundation - $10.5M
5. Steven & Alexandra Cohen Foundation - $8.7M
6. Lustgarten Foundation Pancreatic Cancer Research - $7.7M
7. Jewish Community Foundation of MetroWest - $7.5M
8. The Armstrong Foundation, Inc. - $6.7M
9. Richman Family Foundation, Inc. - $6.2M
10. Jerome L. Greene Foundation - $6M

Source: Aladin Business Intelligence, September 2020.
Foundation Giving to JHU, FY15-FY20

![Pie chart showing foundation giving to JHU, FY15-FY20.](chart.png)

Source: Aladin Business Intelligence, September 2020.

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Working with the Office of Foundation Relations

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FR and Johns Hopkins Medicine

- ~50% of all Johns Hopkins philanthropic giving is directed to JHM
- FR works to support both SOM departments and JHM Partner Hospitals (Sibley, Suburban, JH All Children’s & Howard County General)
- Work closely with divisional grants/contracts staff & ORA
Developing Foundation Proposals

- Foundation Relations typically manages communications with foundations
- Take note of non-standard overhead/F&A rates
- Foundation proposals that anticipate grant awards will be routed through research administration

Foundation Trends:
Rapid response grants & proactive philanthropy to fund diagnostic, therapeutic and vaccine development for COVID-19

FastGrants:
- Very brief proposals and general budgets for up to $500K per project
- Focused on work that can yield scientific/clinical results w/in 6 months
- $40M+ over 176 grants over two cycles since April
Foundation Trends:
Foundations are launching large scale, complex opportunities, often in partnership with other foundations and federal agencies.

NSF-Simons Research Collaborations on the Mathematical and Scientific Foundations of Deep Learning
• Public-Private Partnership to award two $10M centers working on challenging questions in the general area of mathematical and scientific foundations of deep learning
• JHU award (led by René Vidal) includes Duke, U of Berlin, U Penn, UC Berkeley, and Stanford

Cancer Grand Challenges
• Cancer Grand Challenges is a global funding platform founded in 2020 by the two largest funders of cancer research in the world: Cancer Research UK and the National Cancer Institute in the US.
• This partnership builds on the success of Cancer Research UK’s Grand Challenge, launched in 2015 and supporting currently supporting seven multidisciplinary teams across nine countries.
• Sets ambitious challenges to inspire new thinking, providing diverse, global teams with £20m ($25m) over five years to unleash their scientific creativity.