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### Getting Started: Identifying Funding Opportunities with Jefferson Resources

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# Getting Started: Identifying Funding Opportunities with Jefferson Resources

Presented by: The Office of Institutional Advancement & The Center of Learning and Teaching Molly Gerber, AVP, Corporate and Foundation Relations Gary Kaplan, Sr. Librarian, Information Services Dana Marcus, Assistant Director, Corporate and Foundation Relations

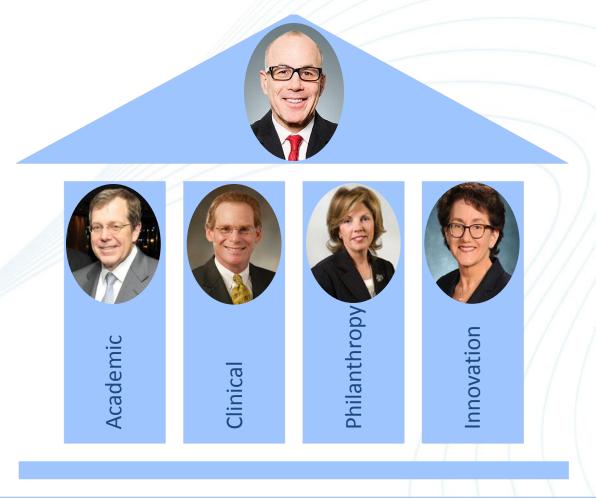




# Section 1 Philanthropy Basics

### Academic Medical Center: Four Pillar Model



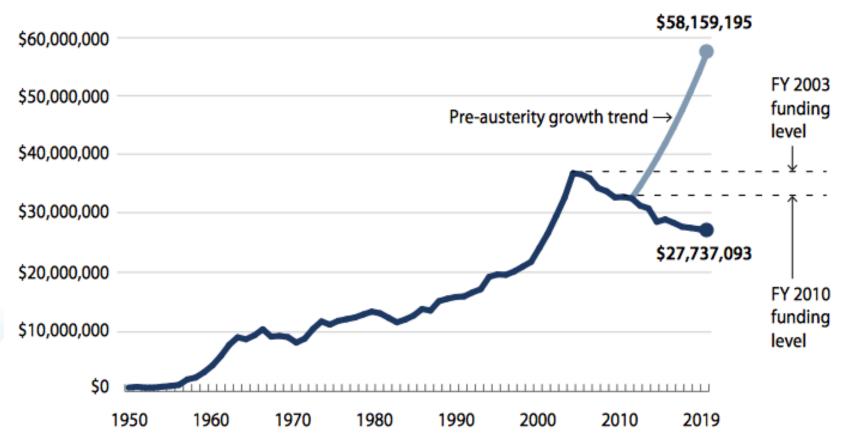




#### **New Math: Research Dollars**

#### NIH funding, FY 1950–2019

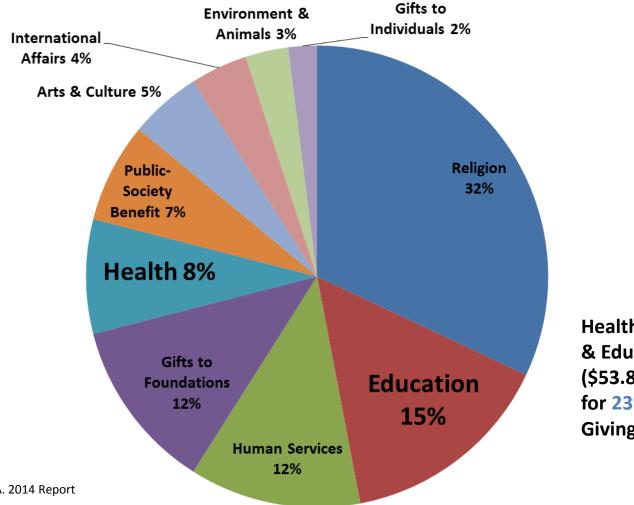
#### in thousands of constant 2013 BRDPI adjusted dollars



Source: NIH funding figures through FY 2014 are based on total budget authority. Projected NIH funding figures for FY 2015 through FY 2019 are based on data from the Congressional Budget Office.

# U.S. Philanthropic Pie Total 2014 Contributions: \$358.38 billion

**Contributions by Recipient Category** 

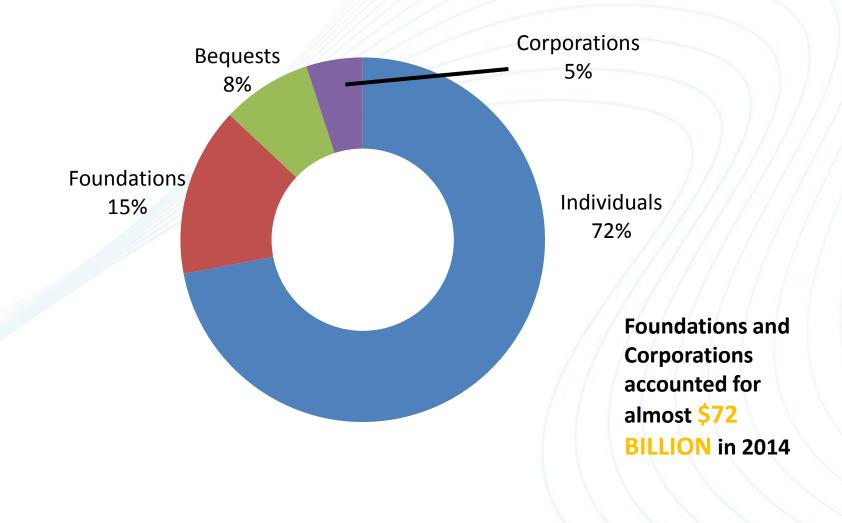


Health (\$28.7B) & Education (\$53.8B) account for 23% of Total Giving (\$82.5B)



# U.S. Philanthropic Pie Total 2014 Contributions: \$358.38 billion

**Contributions by Source** 

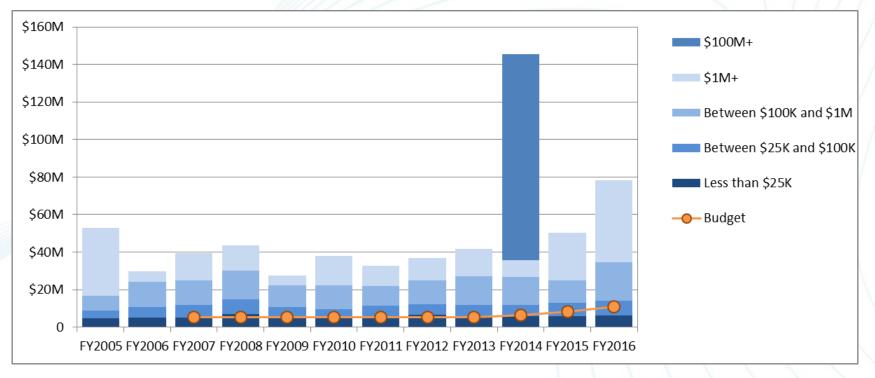


#### Jefferson's 10-Year Fundraising Performance



**Dollar Trends by Gift Bands** 

- On average, Jefferson raised \$35M\* annually for the last ten years
- Investment in fundraising has been flat during that time, with an average Fundraising Cost of \$5.4M annually
- The strongest years have been a result of mega gifts in 2005 and 2014



NOTE: FY2016 budget is based on May 2016 Finance report; final fiscal year report not presently available.



Excluded from the average are three principal gifts. In FY 2005, a \$25 million pledge from Mrs. Dorrance Hamilton for the Hamilton Building and a \$17 million estate gift from the Estate of Dorothy H. Rector were received. In FY 2014, a gift of \$110 million was received from Mr. Sidney Kimmel.



# Section 2 Fundraising for Research



#### **Corporate and Foundation Relations Team**

Molly Gerber AVP & Chief Strategy Officer





Emma DelVecchio, Assistant Director



**Erin Morton**, Associate Director



Dana Marcus, Assistant Director



#### **Corporate and Foundation Relations**

- The Corporate and Foundation Relations (CFR) team offers services for Jefferson clinicians, researchers and administrators who seek external funding from *non-federal* sources including, corporations with philanthropic intent, charitable foundations and associations.
- Our team maintains relationships with local and national corporations and foundations to keep them abreast of the work being done by Jefferson researchers and scientists.



## What We Do: Making the Match

- Cultivate and maintain relationships with foundation, association and corporate partners
- Meet with researchers to gather information about their research in order to send targeted funding opportunities directly
- Research potential funders and funding mechanisms based on identified needs/interests
- CRISP Model: Making connections between clinicians and researchers on and off campus



## What We Do: Identify & Disseminate Research and Program Funding Opportunities

- Research and inform faculty of current RFP & LOI opportunities:
  - Directly through our gift officer network
  - Through department chairs
  - Publishing online on the TJU Research web page



#### **Surgery Development Team**



Lara Goldstein AVP Development, Surgery



Kelly Austin Associate Director of Development, Surgery



Meg Ratchford Assistant Director of Development, Surgery



## **Department of Surgery Targeted Funding List**

- AACR
- ACS
- Thrombosis Research
   Institute
- Pancreatic Cancer Research Fund
- American Society of Transplant Surgeons
- American Society of Transplantation
- American Pain Society

- Shock Society
- Association for Surgical Education Foundation
- Plastic Surgery Foundation
- American Association for Thoracic Surgery
- Paralyzed Veterans of America
- American Society of Colon and Rectal Surgeons

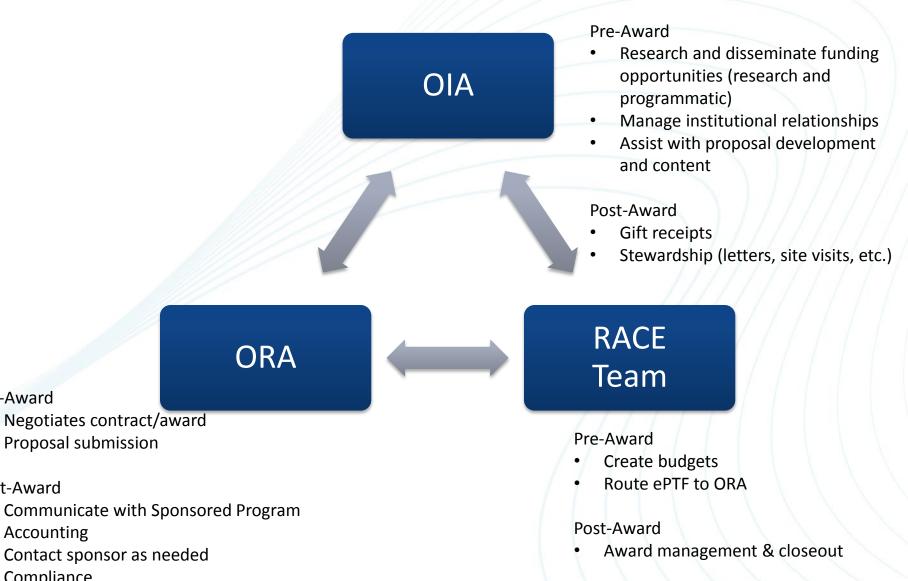


## What CFR Can Do: Preparing Submissions

- Review, revise, draft and edit LOIs and proposal materials
- Draft cover letters for President, Dean(s), and/or Department Chair
- Provide necessary Jefferson materials:
  - Board lists, IRS documentation, boilerplate Jefferson information, audited financial statements, etc...
- Ensure that researchers are working through the appropriate RACE and ORA channels throughout the application process

#### **The Philanthropic Grant Funding Cycle**





Compliance

Accounting

Pre-Award

Post-Award

#### **Competitive Grants**



- Some foundations limit the number of applicants per institution. An internal competition will be managed through a subcommittee of Jefferson's Committee on Research (JCoR) to select the Jefferson applicant for each.
- Please DO NOT apply directly unsolicited applications may disqualify Jefferson from future competitions.
- Limitations vary from foundation to foundation. Please wait for JCoR to release each opportunity announcement for application and funding details and instructions.
  - These notices are distributed by <u>OIAFundingOpportunities@jefferson.edu</u> through the FT-Faculty, Chairman, and Dept-Admin list-servs. If you are not on one of these three distribution lists, please contact <u>Dana.Marcus@jefferson.edu</u>



# Section 3 Information Resources

# Center for Teaching & Learning (CTL) and Scott Memorial Library (SML)

- Learning Technologies
- Graphics & Medical Illustration
- Instructional Design
- Photography
- Publishing Support
- Speaking & Presentation Skills
- Video Production

- Knowledge-based information
- Evidence-based decision-making at the point of care
- Space and technology resources to support individual and group learning
- Computer classrooms and related educational software
- Preserving and promoting Jefferson's rich history



#### **CTL SML Grants Information Service**

#### Patricia Wynne Associate Director, Library Information Services





**Gary Kaplan**, Senior Librarian



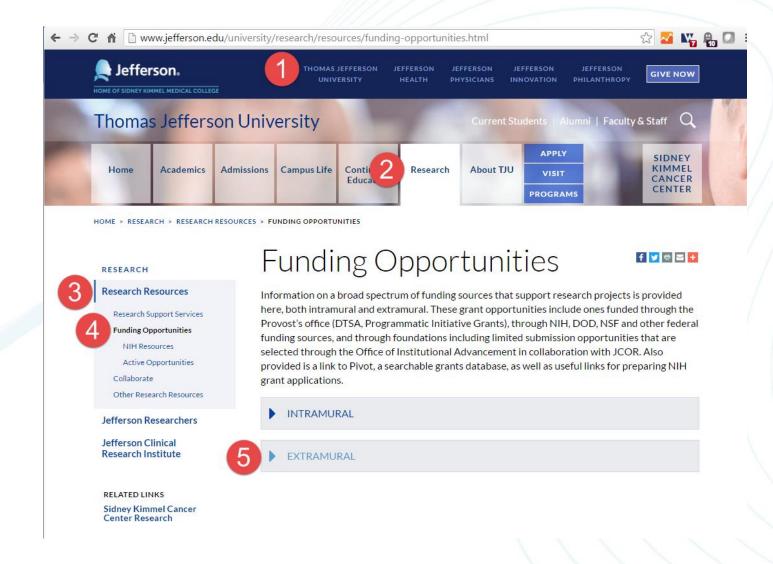
Paul Hunter, Clinical Informatics Librarian



Helena Washington, Senior Librarian



#### University > Research > Research Resources > Funding





#### **Extramural > Non-Federal Funding Opportunities**

Non-Federal Resources, including Foundations, Disease-Specific Associations and Institutionally Limited Funding Opportunities

Jefferson's Office of Institutional Advancement's Corporate and Foundation Relations (CFR) team offers services for Jefferson clinicians, researchers and administrators who seek external funding from non-federal sources including, corporations with philanthropic intent, charitable foundations and associations. CFR staff members are available to work with clinicians, researchers and others to identify funding priorities and potential philanthropic partners as well as to support the development of letters of intent (LOIs) and proposals. CFR team members serve as the point of contact for foundation, association, and corporate partners, and are available to identify funding opportunities.

Active funding opportunities are updated regularly. Please refer to this page to see the most up to date funding notices monthly.

Last updated 07.29.16

#### **Non-Federal Funding Opportunities**

#### OCTOBER 2016

American Anademy LS

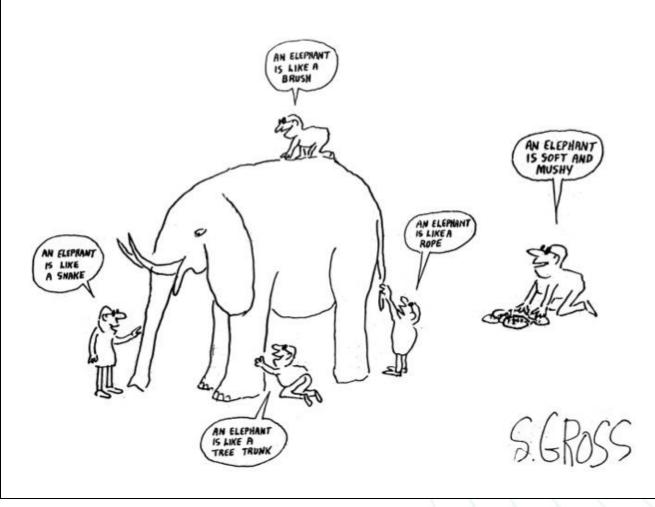
ORGANIZATION/	SPECIALTY AREA /	TARGET AUDIENCE	AWARD	DEADLINE
WEBSITE	PURPOSE	/ELIGIBILITY		

#### the past five years.

American Society of Colon and Rectal	Colorectal Disorders	within 5 years of first FT-faculty	\$75,000 per year; 2 years	10/1/2016
Surgeons*	Purpose: Career	appointment;		
Go to site 🗷	Development Award*	ASCRS members		
		only; applicant		
		must not currently		
		have or previously		
		received a career		
		development		
		award from		
		another external		
		funding source;		
		rolling March and		
		October		



#### **Different ends of the beast**





#### Start at the end

**Original Clinical Science—Liver** 



#### Failure to Rescue as a Quality Improvement Approach in Transplantation: A First Effort to Evaluate This Tool in Pediatric Liver

Transplantation

Shannon L. Cramm, BS,<sup>1</sup> Seth A. Waits, MI Simon P. Horslen, MB ChB,<sup>3</sup> George V. Ma and John C. Magee, MD<sup>1</sup>

**Background.** Significant intercenter variation e ure to rescue (FTR, death after a major complica This study is the first effort to investigate the relati improvement. **Methods.** Using the Studies of F primary liver transplants at 21 centers. Centers w mortality, complications, and FTR across tertiles. I high mortality tertiles (P < 0.01). The low mortality P < 0.01) as well as FTR (4.6% vs 9.9% and 14. Our results demonstrate that although centers wi hibit 3-fold the rate of FTR. Efforts to standardize plantation recipients. This preliminary study inditransplantation and warrants further investigation

(Transplantation 2016;100: 801-807)

provement tools in the field of transplantation; future work is necessary to characterize these measures in the adult population, which may be facilitated by the expansion of the data we collect in our national registries.

#### ACKNOWLEDGMENTS

These data were provided by the Studies of Pediatric Liver Transplantation group. Funding for this project was in part from the American Society of Transplant Surgeons Presidential Student Mentorship Grant.

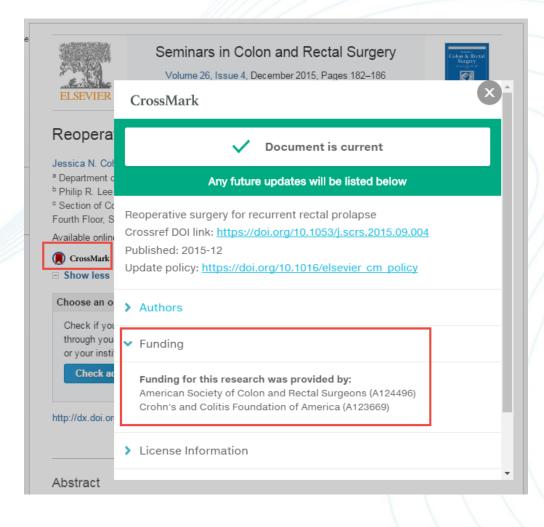
#### REFERENCES

- 1. Spada M, Riva S, Maggiore G, et al. Pediatric liver transplantation. *World J Gastroenterol.* 2009;15:648–674.
- 2. McDiarmid SV, Anand R, SPLIT Research Group. Studies of Pediatric

1. Shimada YJ, Tsugawa Y, Brown DFM, Hasegawa K. Bariatric surgery and emergency department visits and hospitalizations for Heart failure exacerbation: Population-based, self-controlled series. J Am Coll Cardiol. 2016 67(8): 895-903.//dx.doi.org.proxy1.lib.tju.edu/10.1016/j.jacc.2015.12.016 PMCID: .



#### **CrossMark includes funding information**



#### **Crossref Funding Data: Find articles for a particular funder**

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Crossref	Metadata Search 🔟 Sign in	
Search <u>13,320</u> funders 1,006,895 published w data		Q American Society of Colon and Rectal Surgeons         SORT BY: RELEVANCE PUBLICATION YEAR
<b>Q</b> Search funders		Atomic scale analysis of the GaP/Si(100) heterointerface by in situ reflection anisotropy sp Journal Article published 1 Dec 2014 in Physical Review B volume 90 issue 23
□ 2015 (2) □ 2016 (1) PUBLICATION		Research funded by American Society of Colon and Rectal Surgeons (M100101201)   Deutsche Forschungsgemeinschaft (HA Authors: Oliver Supplie, Sebastian Brückner, Oleksandr Romanyuk, Henning Döscher, Christian Höhn, Matthias M. May, Peter Kleinschm C http://dx.doi.org/10.1103/physrevb.90.235301
□ J. Surg. On □ Journal of S □ Meat Scien □ Parallel Cor □ Phys. Rev. □ Physical Re	Surgical Oncology (1) ce (1) mputing (1) B (1)	Reoperative surgery for recurrent rectal prolapse Journal Article published Dec 2015 in Seminars in Colon and Rectal Surgery volume 26 issue 4 on pages 182 to 184 Research funded by American Society of Colon and Rectal Surgeons (A124496)   Crohn's and Colitis Foundation of America ( Authors: Jessica N. Cohan, Madhulika G. Varma C <sup>*</sup> http://dx.doi.org/10.1053/j.scrs.2015.09.004
Seminars in CATEGORY  CATEGORY  Surgery (2)  Artificial Int  Computer G  Computer N	Colon and Rectal Surgery (1)	Association between functional candidate genes and organoleptic meat traits in intensively Journal Article published Sep 2015 in Meat Science volume 107 on pages 33 to 38 Research funded by IDEA agency (CTA 09/337)   American Society of Colon and Rectal Surgeons   COVAP Authors: C. Avilés, F. Peña, O. Polvillo, M. Barahona, M.M. Campo, C. Sañudo, M. Juárez, A. Horcada, M.J. Alcalde, A. Molina
<ul> <li>Electronic,</li> <li>Food Scient</li> <li>Gastroenter</li> </ul>	Optical and Magnetic Materials (1) ce (1) rology (1) nd Architecture (1)	Segmental versus extended resection for sporadic colorectal cancer in young patients Journal Article published 29 May 2014 in Journal of Surgical Oncology volume 110 issue 3 on pages 328 to 332 Research funded by National Institutes of Health   American Society of Colon and Rectal Surgeons Authors: Coen L. Klos, Grace Montenegro, Nida Jamal, Paul E. Wise, James W. Fleshman, Bashar Safar, Sekhar Dharmarajan C <sup>*</sup> http://dx.doi.org/10.1002/jso.23649
	hysical Society (APS) (1)	Cinema image-based in situ analysis and visualization of MPAS-ocean simulations



# PubMed: Filter by research support publication types

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Abstract Free full text	Randomized Controlled Trial	*	·
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Publication da	Research Support, U.S. Gov't, Non-P.H.S.		14. doi: 10.100 ijana.2010.0000.
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Humans	Retraction of Publication		Shapiro DJ, Bartoces M, Enns EA, File TM Jr, Finkelstein JA, Gerber eld R, Margolis DJ, May LS, Merenstein D, Metlay JP, Newland JG,
Other Animals	Review		chez GV, Suda KJ, Thomas A, Woo TM, Zetts RM, Hicks LA.
	Scientific Integrity Review		73. doi: 10.1001/jama.2016.4151.
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	Twin Study		urgery: A Retrospective Study of 14 Years of FDA Data.
	Validation Studies		eson N, Kalbarczyk Z, Iyer RK.
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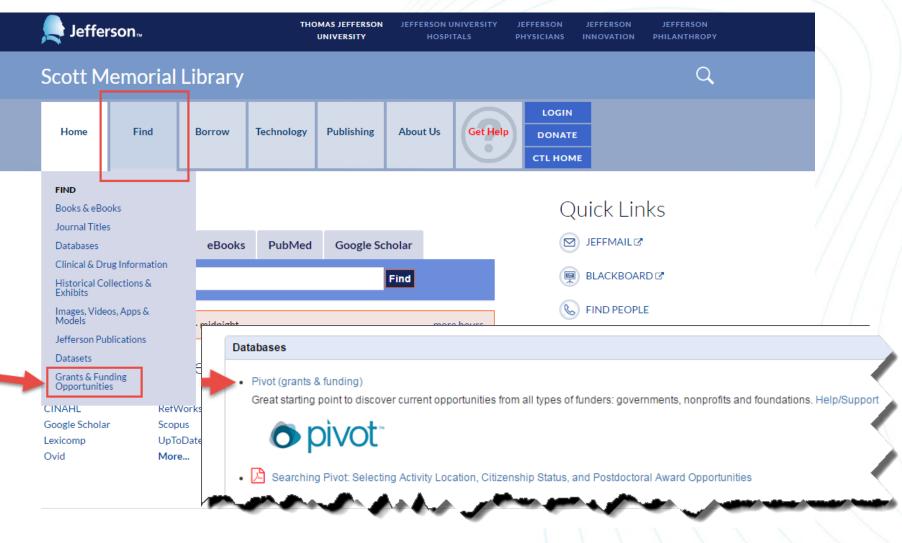


### **Publication type**

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<u>Transplantation</u> , 2016 Apr;100(4):801-7. doi: 10.1097/TP.00000000000001121. Failure to Rescue as a Quality Improvement Approach in Transplantation: A First Effort to Evaluate This Tool in Pediatric Liver Transplantation.	3	Wolters Klu		
Cramm SL <sup>1</sup> , Waits SA, Englesbe MJ, Bucuvalas JC, Horslen SP, Mazariegos GV, Soltys KA, Anand R, Magee JC. Author information 1.8 ti to ta no no ne to	ra	y ite s		
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## Library.jefferson.edu > Pivot for current opportunities





#### **Pivot indexes > 13 fields**

- Title
- Abstract
- Sponsor
- Amount
- Deadlines
- Limited Submission
- Activity Location
- Citizenship or Residency
- Funding Type
- Keyword
- Requirements
- Sponsor Type

#### Tools to:

- Track
- Share

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Opp ID: 132297	Research	Last edited on 05 Apr 2016	📥 Login to Share
Full Details			See more opps like this Send feedback
	Website	http://asts.org/grants-and-research/grants	Potential Collaborators
	Sponsor	American Society of Transplant Surgeons (ASTS)	38 from inside your institutio
	Amount	\$3,500 usb The grant provides \$3,500 paid in one installment to the awardee's institution. The funds are for stipend/salary support.	500+ from outside institutions
		There are four grants available annually.	Funding Contact Person
Applic	ant Type	Graduate Student	American Society of Transplant Surgeons
Citizenship or Re	esidency	Unrestricted	2461 South Clark St., Suite 640 Arlington, VA 22202
Activity	location	Unrestricted	Phone: +1 (703) 414-7870 Fax: +1 (703) 414-7874
	Abstract	ASTS is dedicated to providing exposure to the field of transplantation to medical students by supporting summer mentorship opportunities under the guidance of an ASTS member.	i asts@asts.org
		The proposed research project must be transplant related (clinical or basic science) and performed under the direction of an ASTS member. « less	
I	Eligibility	Medical students with an interest in transplantation are eligible to apply.	
к	eywords	Clinical Research or Studies Organ Transplantation	
Upcoming Deadl	ines		
Date	w	hat's Due Notes	



#### **Pivot: Advanced Search**

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and	<ul> <li>Australia</li> <li>European Union</li> </ul>	-	
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# **Pivot: search by sponsor**

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	■ 8 Results Sort -	Deadline	Amount
<b>Top funding types</b> Research: Prize or Award: Travel:	ASTS Faculty Development Grant American Society of Transplant Surgeons (ASTS)	22 Jan 2017 Application Anticipated	\$100,000 usd
Training or Scholarshi: Collaboration or Coope:	2 ASTS Advanced Transplant Provider Award 1 American Society of Transplant Surgeons (ASTS)	06 Sep 2016 Self-Nominatio Confirmed	\$750 usp
Top sponsor types Professional Society o:	8 ASTS Collaborative Grant (ASTS Collaborative Scientist Grant) American Society of Transplant Surgeons (ASTS)	09 Jan 2017 Full Proposal Anticipated	\$100,000 usp
Top applicant types PhD or MD or Other Pro: New Faculty or New Inv: Graduate Student:	<ul> <li>Francis Moore Excellence in Mentorship in Transplantation</li> <li>Surgery Award</li> <li>American Society of Transplant Surgeons (ASTS)</li> </ul>	06 Oct 2016 Nomination Confirmed	see record
Top keywords Organ Transplantation: Clinical Research or S:	ASTS Student Mentor Grant (ASTS Presidential Student Mentor Grant)     American Society of Transplant Surgeons (ASTS)	22 Jan 2017 Application Anticipated	\$3,500 usd
Transplantation Immuno: Medical Informatics: Antibodies:	ASTS Scientist Scholarship     American Society of Transplant Surgeons (ASTS)	22 Jan 2017 Application Anticipated	\$40,000.usd
	ASTS Vanguard Prize American Society of Transplant Surgeons (ASTS)	06 Sep 2016 Nomination Confirmed	\$2,500 usd



### **Pivot email alerts**

#### Funding Alert results for August 07, 2016

Advisor	Unsut	oscribe Advisor Aler
Advisor Personal funding matches (1)	Deadline	Amount
Exploratory Clinical Trial Grants in Arthritis and	November 1, 2016	\$400,000
Musculoskeletal and Skin Diseases (R21)	Application	
United States Department of Health and Human Services (HHS)	Confirmed	
National Institutes of Health (NIH)		
National Institute of Arthritis and Musculoskeletal and Skin		
Diseases (NIAMS)		
Diseases (MIANIS)		
See More Funding	Matches	
	Matches	
See More Funding	<b>Matches</b> Deadline	Amount
See More Funding		Amount see record
See More Funding Biomedical Research Training 1 Results	Deadline	
See More Funding Biomedical Research Training 1 Results Training Fellowships in Public Health and Tropical	Deadline November 28,	



# **Pivot email alerts for tracked opportunities**

	ProQuest Pivot <fundingalert@cos.com></fundingalert@cos.com>	
	🗷 Gary Kaplan	
t:	Updated Funding Opportunity - United States Department of Health and Human Services (HHS)	
The	<ul> <li>Pivot editorial team updated the following information on a funding opportunity that you are Tra</li> <li>deadline</li> <li>amount</li> <li>abstract</li> </ul>	acking on Aug 30, 2016.
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#### Please contact us...



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Dana Marcus Assistant Director, CFR 215-955-8286 dana.marcus@jefferson.edu

Sheridan Building 125 S. 9<sup>th</sup> Street (b/t Walnut and Sansom) Suite 600



Gary Kaplan Senior Librarian, Information Services Center for Teaching and Learning 215-503-7676 Gary.kaplan@jefferson.edu

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