

Expanding Opportunities for Funding Through New Synergies

**Reinvention Center
November 2006**

**Lucia Gilbert, Provost, Santa Clara
University**

**Gail Giebink, Director of Foundation
Relations, UT Austin**

Plan for Session

- **Brief introductions from all those attending session.**
- **Case studies for small group discussion:**
 - **Responding to a specific grant opportunity, and**
 - **Addressing a priority on your campus that engages more than one unit and/or outside collaborators.**
- **Recommendations based on our experiences at UT Austin.**
- **Refinement and expansion of these recommendations based on experiences of session participants.**

Case Study One:

Responding to a specific grant opportunity

- **Example we provide on the handout is a recent invitation to universities from the Ford Foundation.**
- **Instructions: As a group, list your recommended strategies in responding to this challenge/opportunity.**
- **Following the small-group discussions, strategies used at UT Austin will be described.**

Case Study Two: Addressing a priority on your campus that engages more than one unit and/or outside collaborators

- **Example we provide is the UTeach Program at UT Austin. This math/science teacher preparation program, a collaboration of UT's Colleges of Natural Sciences and Education, has received national attention and requests for replication at other universities.**
- **Instructions: As a group, list your recommended strategies to raise funds for this program.**
- **Following the small-group discussions, strategies used at UT Austin will be described.**

Recommendations Based on Our Experiences

- **1. *Know your university.***
Develop a broad understanding of university programs and resources.
- **2. *Build on established university goals/initiatives.***
The President/Provost often sets goals that are big enough to be inclusive (e.g., social justice, Latin America). These initiatives often create and support opportunities to collaborate across campus.
- **3. *Develop working relationships.***
Identify and connect point persons in a few different central offices that have overlapping functions (e.g., Development, Provost's Office, VP Research, etc.). These individuals must know each other and see each other as resources.
- **4. *Be proactive.***
Stay in good contact with foundations and with campus priorities.

Recommendations Based on Our Experiences (cont'd)

- *5. Engage lots of people across campus.*

The point persons are critical in bringing people together for a current initiative and for laying the foundation for future opportunities.

- *6. Collaborate internally.*

Develop a fair and transparent process for vetting funding opportunities that may be of interest to more than one unit. The point persons have an important role in making opportunities widely known and in coordinating pre-proposals as needed.

- *7. Know how to navigate the bureaucracy at your institution.*

Examples include getting approvals, obtaining letters from the president, facilitating the process with sponsored projects, etc.

Broader Set of Recommendations Based on Experiences and Recommendations of Session Participants

- **TO BE COMPLETED!**