

BUT FOR
OHIO
STATE

OSU Foundation Fundraising Support

Presentation for:

The College of Public Health



OSU Foundation points of contact

Kayla Luttrell

Associate Director of Development

College of Public Health

luttrell.20@osu.edu

Emily Irwin

Director, Foundation Relations

Wexner Medical Center and Health Science Colleges

irwin.290@osu.edu

Casey Grisez

Assistant Director, Corporate Relations

grisez.4@osu.edu

BUT FOR
OHIO
STATE



OSU Foundation Office of Corporate and Foundation Relations

Central resource supporting units across Ohio State's campus in the pursuit of corporate and foundation charitable gifts

- Identify, establish and coordinate corporate and foundation support
- Build relationships with corporate and foundation donors
- Work with college/unit development offices to understand needs and priorities
- Work with Office of Research/Sponsored Programs, where possible, on funding opportunities
- giveto.osu.edu/CFR

**BUT FOR
OHIO
STATE**



Sponsored Programs or Development?

Office of Sponsored Programs (OSP)

- Does not have a 501(c)(3) designation
- Sponsored agreements are reciprocal; each party gives and receives something of relatively equal value
- Source of funding
 - Government (local, state, federal)
 - Foundations
 - Corporations (Industry Liaison Office)
- Facilities and Administration costs where applicable
- <http://osp.osu.edu>

The Ohio State University Foundation

- Does have a 501(c)(3) designation
- No expectation of direct benefit or the provision of goods and services to the donor
- Source of funding
 - Individual donors
 - Foundations
 - Corporations
- Six month check hold (administrative costs)
- Leverages strategic partnerships
- Manages relationships
- <http://giveto.osu.edu>

BUT FOR
OHIO
STATE



When to approach the Office of CFR:

- Exploring opportunities to supplement government grants with private support
- Limited submission opportunities with private donors (see <http://osp.osu.edu/fundops/report/> for more detail)

How the Office of CFR can help:

- Relationship building
 - Leveraging corporate or foundation contacts
 - Liaise with other externally-facing units (institutional context)
- Proposals/LOIs
 - Writing and editing
 - Submissions
- Research
 - Foundation prospecting for targeted program needs
 - Open RFPs

BUT FOR
OHIO
STATE



Case Studies

Big Foundations vs. Small Foundations

- Robert Wood Johnson Foundation
- Reinberger Foundation

Corporate

- PerkinElmer gift-in-kind for the Division of Environmental Health Sciences

BUT FOR
OHIO
STATE



Other considerations when working with the Office of CFR

- Legal review
- Signature processes
 - Mike Eicher is institutional signatory; departmental faculty not authorized

BUT FOR
OHIO
STATE



BUT FOR
OHIO
STATE

Additional resources

Limited submissions:

<http://osp.osu.edu/fundops/report/>

Funding opportunities:

<http://researchonline.osu.edu/funding-opportunities/>

