Your Questions Answered!

1. Where does C&F team work?
2. Who is on the C&F team?
3. What does C&F do?
4. When should we be in touch with C&F?
5. Why should we be in touch with C&F?
6. How do I get in touch with C&F?
Where does C&F work?
Corporate and Foundation Relations | University Advancement

- COLLEGES
  Dean’s Office
  Development Team
  Faculty
  Grant management
  Dept Chairs
  Coop Team

- NU-RES

- Center For Research Innovation

- Research Development

- PhD Network

- Corporate Learning

Corporations and Foundations
Who is on the C&F Team?
<table>
<thead>
<tr>
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<th>Name(s)</th>
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<tbody>
<tr>
<td>Khoury</td>
<td>Rob Silk, Lindsey Sadonis</td>
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<tr>
<td>Engineering</td>
<td>John Bowen, Marybeth Savicki (Corps), Holly Foskett (Foundations)</td>
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<tr>
<td>Science</td>
<td>Holly Foskett, Karin McEwen</td>
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<tr>
<td>Bouve</td>
<td>Julia Van</td>
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<td>CAMD</td>
<td>John Bowen, Chris Kelley</td>
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<td>DMSB</td>
<td>Marybeth Savicki</td>
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<td>NUSL</td>
<td>Rob Silk</td>
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<td>CSSH</td>
<td>Rob Silk</td>
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<td>Professional Studies</td>
<td>Karin McEwen</td>
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<tr>
<td>Team Operations</td>
<td>Heather Moore Aubrey Thomas Tianny Marmolejos</td>
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What does C&F do?
Corporate and Foundation Relations | University Advancement

- Raise philanthropic funds for Northeastern
- Create and sustain organizational relationships

**RELATIONAL**
- Identify connections
- Outreach
- Discover, develop
- Site visits, calls
- Materials
- Solicit
- Steward

**COMPETITIVE**
- Distribute RFPs
- Strategize with PIs
- Liaise with sponsor
- Support proposal development
  - Nomination letters
  - Narrative review
- Steward – site visits, events, recognition
ID SHARED VALUES
Knowledge creation/research
Expand workforce pipeline
Workforce Development opportunities

LIASE WITH NU ECOSYSTEM
Faculty
NU-RES
CRI
Coop
Corporate Ed/LLN

PATHS TO VALUE
Gift
Grant /Contract
License
Engagement /Volunteerism
When should we be in touch with C&F?
WHEN - PRE-AWARD

1. PI is looking for non-federal funding sources
2. PI is looking for a way to approach a particular foundation
3. For help interpreting guidelines
4. To help a PI with proposal strategy, or narrative proposal components
5. If the foundation or company is on the hotlist
6. Any foundation proposals of over $500K

WHEN – POST-AWARD

1. If the sponsor requests or requires an acknowledgement letter for the award
2. Relationship troubleshooting – e.g. post-award research progress or reporting issues.
A FINAL NOTE....

C&F is not part of compliance – we do not build budgets for grants, nor review budgets for grants.

It is NOT a requirement that we be involved in every foundation or corporate proposal/approach – we are a resource and will stretch to respond to every request!
Why should we be in touch with C&F?
Non-federal solicitations are non-uniform, often time consuming, and quirky!

C&F is a resource to help faculty AND to help YOU help the faculty secure funding...

We try to focus on the sponsor relationship, short and long term.

If the sponsor feels like Northeastern is a good partner to them, the barrier to the NEXT award to Northeastern is lower!
How do I get in touch with C&F?

Email or call any of us!

Our org chart is complicated, and we can help identify the best liaison from our team.....